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THE NATIONAL
Coopers' Journal
DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. XXXVIII | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, May, 1922 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 1

"HYNSON" The Name that stands for "THE BEST"

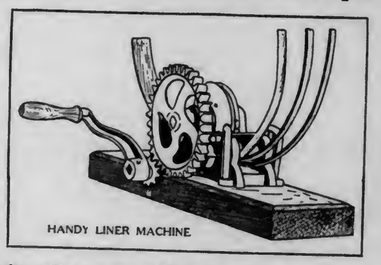
"THE CHAMPION"
Our unexcelled Barrel Heater

IN
COOPERS' TOOLS AND SUPPLIES

Don't Throw Away Your Broken Hoops

GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

TRUSS HOOPS BOTH WOOD AND IRON



HANDY LINER MACHINE

To place your orders with us means profit for you. Try it and be convinced. No time like the present.

THE HYNSON COMPANY St. Louis, U.S.A.
SUCCESSORS TO HYNSON TOOL & SUPPLY CO.

Largest Exclusively Coopers' Tool and Supply House in the World
If it comes from HYNSON you know it's right.

WM. G. PENNYPACKER, JR.
Staves—Heading—Hoops, Etc.
Specialist in GUM HEADING AND GUM STAVES
Write To-day for Prices :: ADDRESS ALL COMMUNICATIONS TO BUFFALO, N. Y.

Holmes Rack and Pinion Hoop Driver

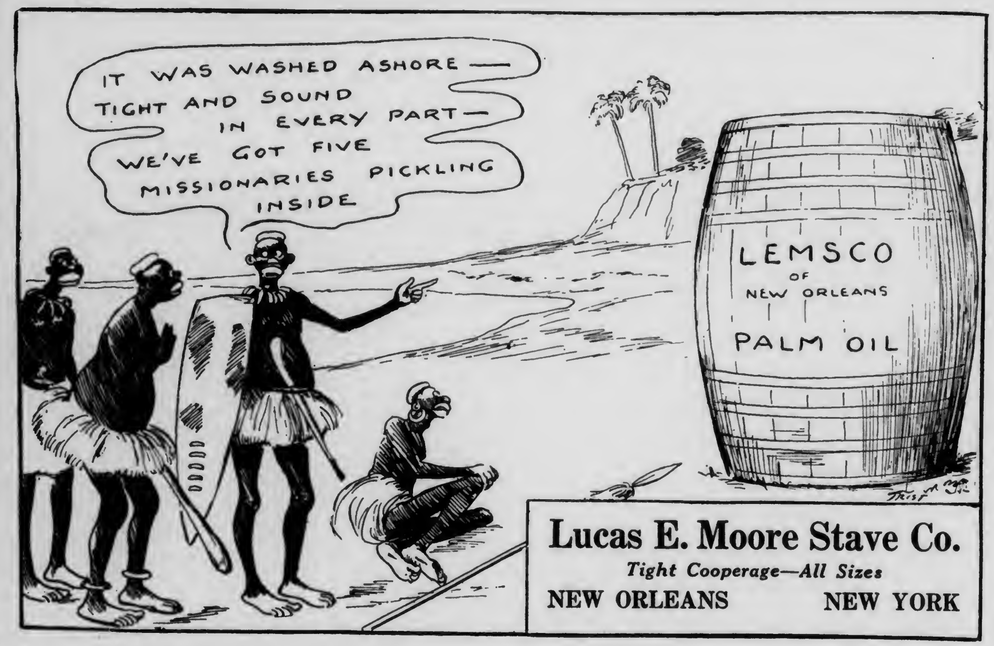
Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

Get prices and particulars from the

COOPERAGE MACHINERY MAKERS

E. & B. HOLMES MACHINERY CO., 45 CHICAGO STREET Buffalo, N. Y.


IT WAS WASHED ASHORE — TIGHT AND SOUND IN EVERY PART — WE'VE GOT FIVE MISSIONARIES PICKLING INSIDE
LEMSCO
OF
NEW ORLEANS
PALM OIL

Lucas E. Moore Stave Co.

Tight Cooperage—All Sizes

NEW ORLEANS NEW YORK

APPRECIATION

"An exact copy of a recent letter, being an example of many received."

The REA-PATTERSON MILLING COMPANY

E. S. REA, PRESIDENT

Where the Wheat Grows.

Mills at Coffeyville, Kansas and Republic, Mo.

COFFEYVILLE, KANSAS

April 5, 1922.

National Mfg. Co.,
1926-30 Dime Bldg.,
Detroit, Mich.

Gentlemen:

One of the common faults of the Human is that we are usually inclined to be too quick to write letters of condemnation and slow to write letters of commendation. However, we believe in sending bouquets when due; while folks are still alive to enjoy them.

We want to thank you for shipping us such a good car of staves which was included in car S16700. This car was unloaded today and we find that you certainly lived up to your promise that you would please us with the quality of the staves. This car coming about a week after another car which we had bought that did not turn out as well as it should have and over which we are having considerable correspondence, was just like the sunshine coming after a ten day rain.

If you can always furnish us with this grade of stock you may be assured that you will certainly participate in any business that we have to offer.

Thanking you again, we remain

Yours truly,
Rea-Patterson Mfg. Co.,

By C. L. ALLAN.

CLA-R

Daily capacity 1,500 bbls. soft wheat flour, 600 bbls. hard wheat flour, 800 bbls. corn meal. Grain storage, 1,000,000 bushels. We operate forty country elevators located in best wheat-growing sections.

Holmes Rack and Pinion Hoop Driver

Drives the hoops on oil, vinegar and similar barrels.

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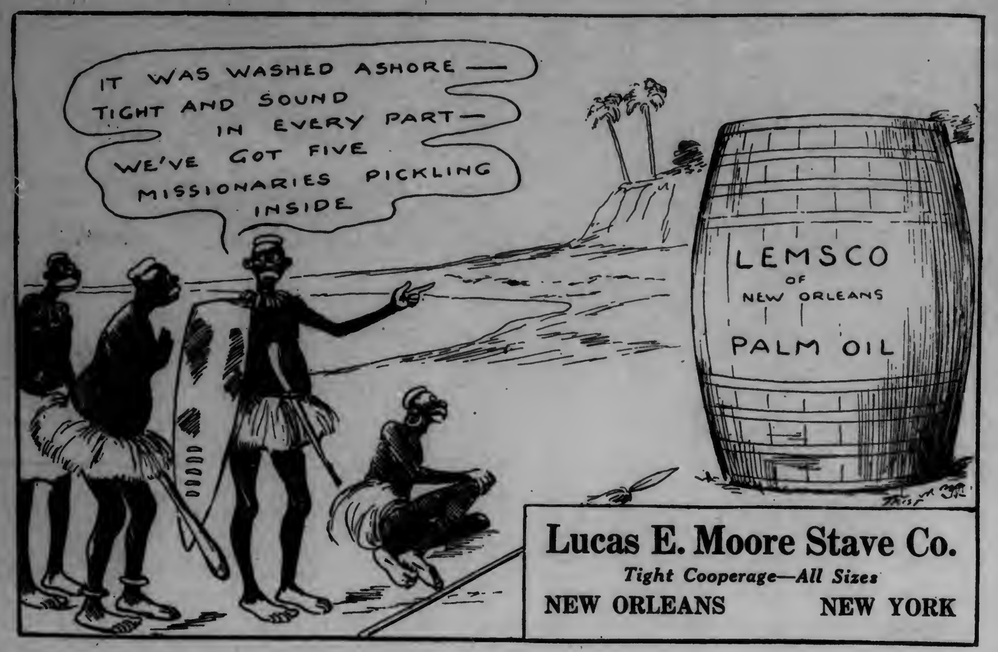
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INTENTIONAL SECOND EXPOSURE

STAVES
HOOPS
LINERS
HEADING

Good Stock for Good Barrels at a Good Price

Apple Barrel Stock

CLEAN SMOOTH

BRIGHT UNIFORM

DRY STRONG

Bright, clean, smooth-cut stock that will work up into sturdy, substantial, neat-looking packages. A strong barrel of good appearance is an important factor in marketing. :: :: ::

MILLS AT
Yazoo City, Miss.
Des Arc, Ark.

DAILY OUTPUT
70,000 Best Coiled Elm Hoops being put on the market.
100,000 Staves A1 quality.

FORT WAYNE INDIANA
INDEPENDENT COOPERAGE COMPANY

WE CLAIM
a distinct superiority for our hoops by reason of the high grade of raw material used and the extrarodinary care exercised in their manufacture. :: :: Modern equipment handled by competent workmen builds satisfaction into every hoop we make. :: :: :: :: ::

HIGHEST

COILED ELM HOOPS

QUALITY

ALL SIZES

Complete Stocks Prompt Shipments

Attractive Prices

Order through your Jobber, but demand "QUEEN CITY HOOPS"

QUEEN CITY HOOP CO. *Main Offices at* GREENVILLE, MISS.

"Proved Responsibility"

The
Vail-Donaldson Company

From mills that are modernly equipped and competently manned

Staves
Hoops
Heading

From timber best suited to each individual stock requirement

"Established Stability"

STRAIGHT OR MATCHED CARS

818-19 Holland Building
SAINT LOUIS, MISSOURI

CROZED STAVES

FOR REAL ECONOMY

Because they save material and labor for the Barrel Maker—Because they save timber and labor for the Stave Manufacturer, we allow any Responsible Manufacturer to use our process. Others are arranging to do so. Why not make your installation now?

CROZED STAVE CORPORATION
GRAND RAPIDS, MICHIGAN, U. S. A.

"ORIGINATORS OF THE TRULY STANDARD APPLE BARREL"

'TIS WISE

to anticipate your needs and very good judgment to place your order where responsibility insures its fulfillment. Of course you intend to and we invite inspection by those unacquainted. Others are satisfied. You will be. ∴ ∴ ∴

We Have

Tight Cooperage Stock, Slack Cooperage Stock, and Machinery.

J. C. Pennoyer Company
8 So. Dearborn Street
CHICAGO, ILLINOIS

BRANCHES
NEW YORK, N. Y. WINCHESTER, KY.
MEMPHIS, TENN. GASSAWAY, W. VA.

Hudson & Dugger Company

MEMPHIS -:- TENNESSEE

Mills
Hope, Arkansas
Memphis, Tenn.

Mills
Pine Bluff, Arkansas
Little Rock, Arkansas

MANUFACTURERS OF

Tight Barrel Circled Heading

SLACK COOPERAGE STOCK

We will ship you bright, clean, new-cut stock that conforms to the highest standards of QUALITY.

STAVES
HOOPS
HEADING

...VOLL...
COOPERAGE COMPANY
ST. LOUIS

ALABAMA PINE HEADING

Any size up to 24 inches. Any thickness up to ¾ inch. Square or Bevel Edge.

GUM, COTTONWOOD, PINE STAVES AND COILED ELM HOOPS

Are our specialties. Made by men who know how and we make them right. Orders and inquiries solicited.

C. E. MURRAY :: Decherd, Tenn.

THE
Vail Cooperage Co.

Since 1888
Manufacturers of

QUALITY STOCK

OUR NORTHERN ELM HOOPS "BEST BY TEST"

FORT WAYNE :: IND.

STAVES
HOOPS
HEADING
VENEERS

We are ready to ship you in straight or mixed cars

STAVES
HOOPS
HEADING

that will meet your most exacting requirements for

APPLE BARREL STOCK

We are equipped, both in mills and yards to give you entire satisfaction in quality and service. - -

Offices and Yards
Second and Angelica Sts.
St. Louis

The
Gideon-Anderson Company

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.
Cooperage Stock
MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF

Staves, Hoops Heading

and

COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy
is what we aim to sell

ADDRESS ALL COMMUNICATIONS

141 Broadway, New York
Washington Life Building

HOOPS STAVES HEADING

Carlots or Less Carlots

Slack or Tight

KEGS and BARRELS

Any Size --- Any Kind

Morris Walsh Sons

BARREL FACTORY
EIGHTH TO NINTH ON SARAH STREET
OFFICE
813 SARAH STREET
South Side PITTSBURGH, PA.

To Our Slack Stock Manufacturers

A GOOD SEASON

running through to next spring is promised you. Barrel requirements in industrial lines are increasing in volume and a bumper crop of fruits and vegetables is practically assured.

Consumption of Slack Stock Will Increase to a Marked Degree this Summer and Fall

Increased consumption means better business, and better business means greater trade opportunities. You will get some of this business without effort, but the vast bulk of it will be booked through competition in the open market. :: :: :: :: ::

Price and quality being equal, the firm whose name is kept in the consumer's eye will unquestionably receive first consideration. :: :: ::

Many an order has gone begging for want of an address to send it to. : :

You can establish and maintain direct contact with the entire Slack Stock Consuming Trade by broadcasting your selling talks steadily through The Journal's advertising columns. Contract for your space now.

The National Coopers' Journal
PHILADELPHIA, PENNA.

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

The National Coopers' Journal

THIRTY-EIGHTH YEAR — PHILADELPHIA, MAY, 1922 — $2.00 PER YEAR VOL. XXXVIII, No. 1.

New Orleans Reports Natural Remedy for Adjusting Cooperage Industry Lies Not In Cutting Down Number of Plants But in Hustling to Stage a Trade "Come Back" for Wooden Barrel

In spite of the talk about trade dullness there are a great many barrels made in New Orleans at all times, though it is sometimes asserted that the business has been overdone, and that, since the sugar barrel trade has fallen off, there are too many shops in the town. If there are too many shops for the volume of business, the natural remedy would seem to be to hustle for more business and find new buyers for the barrel, but some of the men on the inside suggest the opposite course, and believe that some of the shops will have to be weeded out, and that the sooner the back numbers are gone the better it will be for the others.

No Cooperage Plant Can Really Be Dispensed With

Now, it is certain that all the larger shops do very well at times, and make expenses at least, during the dullest periods, so there is not one of them that could be dispensed with. The smaller shops, too, have their uses, and it would be a misfortune to lose any of them, for they handle the second-hand trade and fill the retail orders which the larger shops could not handle to good advantage. The trouble with the small shops is that they cannot at present get enough for their barrels.

Injustice Practiced Upon Small Cooper by Barrel Consumers in Matter of Prices

The man who buys his packages in ten, twenty or fifty barrel lots first asks the larger shops for prices, and then, finding that they do not cater to the retail trade, gives his order to some small shop, and expects it to fill his retail orders at prices made by the wholesaler. There is no money to be made in filling a ten-barrel order at prices made on thousand barrel lots. The way for the small cooper to save the day is not by giving up the business, but by claiming a decent profit and getting it.

After the Oil and Turpentine Barrel Trade

In spite of all the pessimistic talk a new establishment has been opened here, capable of turning out 1,200 barrels daily. The manager of this factory, which is a branch of a large Northern concern, says that the great volume of oil exports passing through New Orleans, and the city's proximity to the oil fields and to turpentine production was responsible for the selection of this city for a location. Oil exports through this port during 1921 amounted to considerably more than half a billion barrels, and, in spite of the use of tank cars and tank ships, there is a great demand for barrels for oil or its by-products.

Cooperage Trade, by Proper Efforts, Can Greatly Increase Oil Barrel Business

Some of the great oil producers have filling stations here, where the oil shipped in tank cars can be transferred to barrels for export, and if the barrel men push their business this trade will be vastly increased.

New Company Fills Long-felt Need

Our city papers are complimenting the industrial bureau of the Association of Commerce on its success in landing this new barrel factory, which is to supply a long-felt want ! !

But—

All that has been said about the size and growth of the oil industry is true, and the barrel business that supplies this trade is sure to develop greatly, but the funny part of the story is that the new factory makes its barrels of steel ! !

The Wooden vs. the Steel Barrel a Question of Price

Several years ago the cooperage men had gradually worked up a large business in packages for petroleum products. Then the period of inflated prices came, and the price of packages of sugar barrel size and quality rose by leaps and bounds, until they could not be sold for less than $1.70 each, so the shippers of wax and asphalt, looking out for a cheaper package, turned to the tin barrel, and found that, while it was a very poor substitute for the wooden barrel, it was at least cheaper. The coopers could not compete at that time with the tin barrel, and so they lost out for the time being. Then the prices of cooperage stock returned to normal, and the prices of barrels at once slumped, so that the wooden barrel can again compete with the tin one, and it is now high time for the coopers to win back the trade of the oil people.

Wooden Barrel, if Properly Pushed, Could Stage a "Comeback" All Along the Line

The wooden barrel, with 30" staves and 19¾" heading, selling at 70c., as it now does, could, if properly pushed, have the field to itself, for the inferior tin package can only be produced at prices ranging from 75c. to $1.00, the cost usually inclining towards the latter figure, and so, with a hustling cooperage salesman in the field, stands no show whatever. The wooden barrel is worth at least ten cents more than the tin package, and as long as present prices prevail, need not fear the competition of the tin package. All that is needed is for the coopers to get a "hump" on themselves, and stage a comeback with the trade they lost during the era of high prices.

The Truth Always Lies Midway Between Unreasonable Extremes

The newspapers are filled with rejoicings over the return of prosperity, and predictions of the big business that will be done in the near future, but the air is also filled with moanings over hard times, and lamentations over the complete death of business. You can take your choice of these extremes, but it seems to us that the truth lies midway betwen them.

Business in cooperage lines is not as good as could be desired, but then cooperage never was very active at this season, and most of the shops are doing as well as could be expected.

Now Is the Time to Work Up the Sugar Barrel Trade

There are practically no sugar barrels being made now, but then nobody ever needs sugar barrels in the spring, and the only discouraging symptom is that nobody seems to be hustling very much trying to work up a trade for next fall, when demand should be active once more.

Hard to Quote Standard Prices

There is more or less jockeying in the selling of cooperage stock, and it is pretty hard to name prices that can be accepted as standard. For instance, some lots of No. 2-30" gum mixed staves have been sold here for as low as $7.25, though others have brought as high as $7.75, which seems to be nearer the right price. The following prices are given as only approximately correct:

Gum mixed staves—

No. 1-30"	$11.50
No. 2-30"	7.75
No. 1-28½"	11.50
No. 2-28½"	7.50

Elm Hoops—

6' 9"	$14.00
6'	13.50

Gum mixed heading—

No. 1-19¾"	11c
No. 2-19¾"	8c
No. 1-19⅛"	10c
No. 2-19⅛"	6½c. to 7c
No. 1-17⅛"	9c
No. 2-17⅛"	6c to 6½c

Pine heading—

19⅛"	6¼c to 6½c

Coming Green Corn Season Will Call for Barrels

The bulk of the produce barrel business has been done, but the shipment of vegetables in lesser volume will continue for two months yet, so the demand for No. 2 barrels will be active for that time at least. Green corn will soon be on the market, and will call for a good many barrels, and the new potato crop will also require barreling.

A 300,000 Produce Barrel Trade a Fair Season's Run

During the best of the vegetable season the Southern Cooperage Co. made about 300,000 barrels for that trade, and that is considered a pretty fair season's run for that one line. The shop has now settled down to the rate, very low for them, of about 800 barrels a day.

Live Wires Catch Bulk of Cooperage Business

Most of the other shops make similar reports, a fair season's run on vegetable barrels, with a light demand at present. Some of the shops give the Southern people credit for capturing the best of the trade this year, which may be the case, as they are pretty live wires down there, and are likely to get their full share of any trade in their line that may be stirring, though the others seem to be making a living.

Beck & Jones, too, have had a very good season's business on produce barrels ,and although they say that business is poor at present there is always something stirring at their shop, and they are certainly doing enough to maintain their standing in the community.

POTATO STOCKS ON MARCH 1st LARGE IN LEADING POTATO SHIPPING STATES

A report of potato stocks on hand March 1, first issued by the U. S. Department of Agriculture about the middle of March, showed 90,946,000 bushels on hand in 15 leading potato States, an amount equal to about 36 per cent. of the production of those States. The States in question are Maine, New York, Pennsylvania, Michigan, Wisconsin, Minnesota, North Dakota, South Dakota, Nebraska, Montana, Colorado, Idaho, Washington, Oregon and California.

Growers held 81 per cent. of these stocks of potatoes, and dealers 19 per cent. The growers were expected to move 30,935,000 bushels from farms and to retain on the farms, 42,556,000 bushels.

Maine was expected to ship 5,954,000 bushels, or 8,490 cars; New York had 8,148,000 bushels, available for marketing in various ways; and Michigan had 8,289,000 bushels, including 3,464 cars in dealers' hands.

Wisconsin was reported to have 4,450,000 bushels or 6,500 cars. Minnesota, according to the report, probably would ship at least 2,000 or 3,000 cars. The surplus in the Dakotas was mostly sold early in the season, although North Dakota especially is still on the active shipping list. Nebraska reported 275 cars of commercial stock, Montana 500, Colorado 3,500, Idaho 3,000, Washington 1,000, and California 1,500. Many of these estimates were conditional and dependent upon prices and the extent of damage which the stock has suffered from various causes.

Estimates obtained by market reporters of the U. S. Department of Agriculture indicated that the potato holdings on March 1 were higher than usual at this season in Philadelphia, Baltimore and Columbus, and heavier in Boston, St. Louis, Minneapolis, Omaha and Kansas City. About the usual supply was reported in the other important consuming centers.

POTTERY INDUSTRY NEARING CAPACITY

Late April report from East Liverpool, Ohio, was to the effect that "Since the close of the first quarter of the year there has been a decided improvement in the general ware branch of the American pottery industry; and, taking the entire trade as a unit, operations are on a basis of from 90 to 95 per cent. of capacity.

"Demand for high-grade border dinnerware is exceptionally active, and advance business is being booked by the majority of the manufacturers. Some have such orders on file for third and fourth quarter delivery, but not in the volume listed in the corresponding term of 1919.

"Whiteware is in better request now than for many months, both as respects semi-porcelain and vitreous hotel china. Not so many months ago this end of the pottery business was very inactive, but the last six weeks has witnessed the receipt of a rather large amount of new orders.

"Potteries immediately outside of the East Liverpool district are working on schedules as actively as are those in this territory. In the Sebring district more than 13,000 packages of dinnerware were shipped in March. This is a new high record for shipments from that station."

THE PULSE OF THE COOPERAGE TRADE

NEXT SIXTY DAYS WILL SEE MARKED IMPROVEMENT IN COOPERAGE TRADE

GILMAN MANUFACTURING CO., GILMAN, WIS.—We can advise that conditions are improving and we are running about 60 per cent. of our output (slack). We anticipate better business and believe the next 60 days will see a marked improvement in the cooperage business.

HAVE ALL THE BUSINESS THEY CAN HANDLE

W. A. TSCHUMY & CO., NORFOLK, VA.—We have all the business we can take care of, in fact, are refusing orders. Crop prospects are good, and it looks as though we will have all the business we can handle during the season.

GROWING DEMAND FOR APPLE BARREL STOCK

F. M. PURDY, MORRISONVILLE, N. Y.—As to present trade there is a growing demand for cooperage, especially apple barrel stock—lumber business very slow—except rather brisk retail trade.

FRUIT CROP LOOKS PROMISING

PASCOLA STAVE CO., PASCOLA, MO.—We find business improving and look for a good demand for staves the latter part of the year, especially so, if we have a good fruit crop, which so far, looks promising. We have only operated about one-third of our time, the market being entirely too low, in fact, below cost.

ARE PREPARING FOR GOOD SUMMER AND FALL APPLE BARREL DEMAND

THE VIRGINIA BARREL CO., WINCHESTER, VA.—Our output of apple barrels at present is a full 100 per cent. normal. Do not understand from this that we mean the sale is normal, but we are engaged in filling our various warehouses in expectation of a big demand in the summer and fall.

APPROACHING FRUIT CROP WILL IMPROVE COOPERAGE BUSINESS

POWELL COOPERAGE CO., E. A. POWELL, PRESIDENT, MEMPHIS, TENN.—We look for improvement in our business as the general situation improves, accelerated somewhat, by the approaching fruit crop.

PROSPECTS BETTER FOR BUSINESS IMPROVEMENT IN SLACK HEADING TRADE

HIMMELBERGER-HARRISON LUMBER CO., ALBERT WILL, SALES MANAGER, CAPE GIRARDEAU, MO—There seems to be a better prospect for slack heading demand in the near future, and we hope that conditions will improve to a point where we can once more start running.

EXPECTS BETTER BUSINESS FROM NOW ON

THE SOUTHERN STAVE CO., MANCHESTER, TENN.—We are hoping for a bumper crop of fruit this year, and in anticipation of that we are starting our finishing plant the first of the month. We expect better business from now on.

GOOD APPLE CROP MEANS GOOD COOPERAGE BUSINESS

GEO. MILLHAM, NEW PALTZ, N. Y.—We have prospects through this section for a good fruit crop. I am not doing much at present, but expect a little later to do a good business. I am not in the market for anything at present.

ANTICIPATE BUSY TIMES FROM NOW ON

JOHN PAXTON & CO., MONTREAL, ONT.—During the past winter business has been very quiet. But now, as spring is opening up we anticipate a busy time. We are very much pleased with the JOURNAL.

BUSINESS GETTING BETTER ALL THE TIME

D. L. PIERSON, CAMDEN, N. J.—Business at present is fair; getting better all the time. I am always in the market for second-hand sugar barrels.

IF WEATHER CONDITIONS CONTINUE, WILL HAVE BEST APPLE CROP IN TEN YEARS

J. A. ETHERIDGE, SPRINGVILLE, TENN.—I am not operating at present, as I am rebuilding, but I expect to be in operation by the 1st of June. The slack barrel business is looking up to what it was twelve months ago. The fruit crop through western Tennessee is looking bright, and if the weather conditions continue as they have been we will have one of the best fruit crops we have had for ten years.

CALIFORNIA APPLE GROWERS ARE ASKING FOR APPLE BARRELS

SACRAMENTO COOPERAGE, A. ARNOLD, PROP., 320 R. STREET, SACRAMENTO, CAL.—Find cooper business pretty fair at present. I would like to get in touch with some apple barrel stock manufacturers, as I have some inquiries for apple barrels for the coming season. This is something new for California.

PREDICT 80 PER CENT. OF AN APPLE CROP

W. M. BARRON COOPERAGE CO., AURORA, MO.—All indications are that we will run 100 per cent. this summer, beginning in May and getting up to capacity in June. This running will be apple barrels, of which we expect to have 150,000 or more to make. We have a 1,500 barrel machine and two big hand shops in this district. Apples will likely be around 80 per cent. full crop.

TO PROTECT THE APPLE BARREL TRADE

BEST COOPERAGE CO., VILLISCA, IOWA—The present outlook for a good apple crop is very favorable so far. The only danger seems to be, if the barrels go much higher than the present price, apple growers will ship their apples in bulk or pack in baskets. We trust the price of cooperage stock will be such that that condition will not arise.

EVERYTHING FAVORABLE FOR GOOD FRUIT CROP IN MICHIGAN

L. P. WALKER, HARTFORD, MICH.—I have not been making any heading this year, but expect to make some later in the season, although I will not average more than 30 per cent. of my past production. I am looking for better business for slack cooperage the remainder of this season. Everything now, is very favorable for a good fruit crop in this locality.

BUSINESS PICKING UP IN SLACK LINES

GEORGE H. NETZ, MILWAUKEE, WIS.—Business with me has been very dull, but it seems that there is a little demand the past week or ten days (April 14th), for slack stock, especially staves. Tight cooperage is dead as far as I am concerned. Would like to hear from coopers in need of tight staves and heading.

PRESENT TRADE FAIRLY STEADY

WILLIAM O'BRIEN, PHILADELPHIA, PA.—Trade is fairly steady at this time in regular lines. Prospects for the summer depend more or less, in the slack line, on the catch of fish and the potato crop, although at present the use of second-hand potato barrels in the South to any extent seems improbable.

EXPECTS GOOD DEMAND AND FAIR PRICES

QUEEN CITY HOOP CO., GREENVILLE, MISS.—We have operated our plant continually so far this year, but will be closed down for some time, account of flood conditions prevailing in this section of the country. However, we expect a good demand and fair prices for the balance of the year.

EXPECTS BETTER BUSINESS IN NEAR FUTURE

R. L. MUSE LUMBER & HOOP CO., R. L. MUSE, JONESBORO, ARK.—We have just started operating again, after a shut down of nearly a year. Expect to make two or three million coiled elm hoops during next few months. We also expect better business in the near future.

IF FREIGHT RATES WERE ADJUSTED BUSINESS WOULD IMPROVE, SAYS A. J. TOLAND

N. & H. O'DONNELL COOPERAGE CO., A. J. TOLAND, PHILADELPHIA, PA.—We believe things are improving; and if freights would be settled, business would improve.

RUNNING NORMAL CAPACITY

ELGIN BUTTLER COMPANY, ELGIN, ILL.—As to present trade, we are running normal for this season of the year.

PRESENT BUSINESS CONSIDERABLY BETTER THAN A YEAR AGO

WARREN LUBRICANT CO., INC., A. W. NELSON, BUFFALO, N. Y.— Trade with us at present is considerably better than it was a year ago, but is still about one-half of normal basis, the outlook is somewhat brighter, and hope that it continues along that line. We are not in the market for cooperage stock at the present writing, but will be in the future. We use No. 1 and No. 2 KD&J hard and soft wood staves and circled heading.

STOCK DEMAND HAS IMPROVED, AND BIGGER IMPROVEMENT IS LOOKED FOR

STANDARD HOOP CO., LTD., BAY CITY, MICH.—We started our plant March 1st, and as to the market, we have noticed a decided change for the better in the last week (April 14th), or two, both in demand and price. In view of the prospects for a good apple crop, we hope to see the demand for cooperage stock very favorable for the next few months.

1922 BUSINESS WILL BE 20 PER CENT. OVER PRE-WAR TRADE

WALTER REEKIE, HEATHCOTE, ONT.—Our output this year will be 20 per cent. higher than since before the war. The outlook for business in the Georgian District will be fair, if the apple blossom comes through without getting nipped with frost.

BUSINESS SHOULD BE GOOD BALANCE OF THE YEAR—PRICES ARE STIFFENING

TURNER FABER LOBE CO., LELAND, MISS.—Business the past three months has been very dull, but very much improved the past ten days, and we believe business will be good the balance of the year. Prices are stiffening moderately.

LOOKS FOR VERY GOOD YEAR

W. K. NOBLE, FORT WAYNE, IND.—We have run all of our plants full time during the year 1918, 1919, 1921 and so far in 1922. We are making more stock than ever and we are selling all the stock we can make at very good prices. I think our plants are producing at least 10 per cent. more stock than they ever did before, as we seem to be able to get better and steadier work in the mills. We look for a very good year and think the demand will increase, and the prices should increase a little also.

IF WEATHER CONDITIONS CONTINUE FAVORABLE THERE WILL BE APPLE CROP

NEBRASKA CITY COOPERAGE CO., NEBRASKA CITY, NEB.— No trade here at this time as we make apple barrels only. The outlook at this time is just fair, and if weather conditions are favorable from now on, we will have apples, but the most of the orchards have died owing to dry weather and have not been replaced. We would take some apple barrel stock if it could be bought worth the money, 28½ inch staves, M. R. Heading, 17⅝ inch, hoops 6 feet.

LET'S FIGHT FOR THE FLOUR BARREL TRADE —IT'S WORTH IT

ALTON STEAM COOPERAGE CO., ALTON, ILL.—The flour barrel trade has been our principal business and we are doubtful if this trade will come back. This year, however, will prove whether the flour barrel trade is gone or not.

BEING ABLE TO SELL AT ALL MEANS BETTER TIMES ARE HERE

TUTWILER HOOP CO., TUTWILER, MISS.—Prices are still too low, but inquiry looking to new business is somewhat better. We can sell now at *some* price, which indicates better times.

WET SEASON HAS AFFECTED PRODUCTION

RUCH HOOP & LUMBER CO., CHAFFEE, MO.—Our present production about 50 per cent. normal, due to the extremely wet season we have had. This part of the country has suffered greatly from the floods and logging has been at a standstill.

SETTLED WEATHER WITH ASSURED APPLE CROP WILL MEAN PROSPERITY FOR COOPERAGE INDUSTRY

G. T. STICHNOTHE MFG. CO., JONESBORO, ARK.—Things with us have been quiet the past year, but are picking up a little and we believe that just as soon as the weather is settled and all danger of frost is past and good fruit crop assured, that business will be good during the summer and fall. All the low lands are flooded, due to excessive rains, which is hampering logging operations to such an extent, that there is not over about 10 per cent. of logging going on, as you know that we have about 56 inches of rain a year in Northeast Arkansas. When all these conditions are smoothed out you will find that business in general will be considerably better this year, especially for the cooperage industry.

THE PULSE OF THE COOPERAGE TRADE

TIGHT STAVE DEMAND BETTER DURING PAST SIXTY DAYS

THE RIPLEY STAVE CO., NEW ALBANY, MISS.—Normally we operate one heading and several tight stave mills, but have been closed down since early in 1921. Have disposed of the large stocks we had on hand. Present prices for staves will not permit us to make a profit or we would be running. We can hire plenty of labor for $1.25 per day too. There is a pretty good demand now, and in fact 75 per cent. of all staves we have been able to sell for over a year, have been sold during the past 60 days.

ANOTHER YEAR WILL SEE THINGS MORE EVENLY BALANCED, SAYS M. L. SIGMAN

M. L. SIGMAN, MONTICELLO, ARK.—I have not seen a stave since January, and my plan is to operate only one out of four saws this season. At the present price being offered for staves, a manufacturer cannot possibly compete with the lumber people in either stumpage or labor, both of which will have to come down or the price of staves be raised in proportion, to enable production without loosing money, to say nothing of profit. Another twelve months, I think, will see things more evenly balanced, after which I look for good times.

APROPOS OF TIGHT STOCK PRICES

H. C. BONE STAVE COMPANY, STILLWELL, OKLA.—Right now we are closed down and not producing any staves, and we cannot make any more staves until conditions become better. It takes the very best of W-O and R-O timber to make staves that will satisfy the coopers, and this class of material is very hard to obtain in our locality, and unless there is an advance of at least 75 per cent. over present prices, there will be no inducement for us to start up and produce any more staves. However, if we should start up soon, it would be several months before we could have any stock ready for the market.

HIGH FREIGHT RATES AFFECT COOPERAGE STOCK TRADE

GEORGE H. SEAGREAVES, WILSONDALE, W. VA.—Production costs with mill men in this vicinity have been reduced considerably, but have not kept pace with the reduced prices being offered for tight cooperage now, so that the margin of profit is very small, or gone entirely. Our greatest drawback in delivering tight staves on present market, is the high freight rates, which are out of proportion at this time with all other costs in the production of cooperage.

HIGH FREIGHT RATES MAIN HARDSHIP IN COOPERAGE BUSINESS

MARYLAND COOPERAGE CO., D. SAVADOW, PROP., BALTIMORE, MD.—Business with us is fair at present. We feel that the main hardship in the barrel business—and we presume it is the same with barrel men generally—is the high freight rates. The market is low and with the high freight rates we are compelled to handle barrels on a very close margin. We cannot buy or sell far from home at a profit, depending on local business is about all we can do.

GEORGE B. NICHOLS HAS THE FAITH THAT NEVER FAILS

GEORGE B. NICHOLS, EVERETT, MASS.—My business is entirely in second-hand oil barrels, and has been only about one-quarter of normal for more than a year, with no indications in sight of any improvement in the immediate future. However, I have had dull business before and everything has always come out all right and I am constrained to believe, always will.

TIGHT BUSINESS IS SLOW

NORTON-WHEELER STAVE CO., PINE BLUFF, ARK., writes that business in tight lines is very slow, with stocks and production low.

LITTLE DEMAND IN TIGHT LINE

GIBBS BRASS STAVE CO., HOT SPRINGS, ARK.—There is little demand at present for 34 inch wine staves and 22 inch wine heading, at very low prices, and as to other stock, the demand seems to be dead, with the exceptions of white oak short stock.

CHICKEN ONE DAY—FEATHERS THE NEXT

THE EBNER COOPERAGE, JOHN B. HAAS, ERIE, PA.—My sentiment on present business conditions is: Very unsteady; nothing dependable. In other words, "Chicken one day, feathers the next."

EXPECTS BETTER TRADE AFTER MAY FIRST

JOHN EISZNER CO., CHICAGO, ILL.—Business with us is fair, considering the time of the year—we are running at about 70 to 75 per cent. of our usual capacity—and expect trade to be better after first part of May.

DEMAND GOOD, BUT PRICES TOO LOW

THE HOME STAVE CO. COTTON PLANT, ARKANSAS, ARK.—We find the demand very good, but prices too low. We have very little stock on hand. The outlook for the summer is not encouraging, but we are still hoping for something better.

BUSINESS HAS OPENED UP A LITTLE

BEESON-MOORE STAVE CO., W. H. BEESON, LITTLE ROCK, ARK.—We have not manufactured any stock for about one and a half years, and are unable to say when we are going to start production, but feel that business has opened up a little.

FUTURE PROSPECTS SOMEWHAT BRIGHTER, SAYS MR. RACKI

MATT RACKI (French claret staves), KIRBYVILLE, TEXAS—Everything in this section is at a complete standstill and has been for twenty months, with the exception of what few staves I make. There is not any immediate relief in sight, but I believe future prospects are somewhat brighter.

CANNOT PRODUCE TIGHT STOCK AT PRESENT PRICES

W. W. WILSON & WRAPE STAVE CO., W. W. ROBERTS, GEN. MGR., LITTLE ROCK, ARK.—We are practically shut down, not producing. Cannot produce at present prices. High cost of stumpage, high freight rates, bad weather, and low prices of staves, prohibits production.

OVER-PRODUCTION VS. UNDER-CONSUMPTION

J. R. KELLEY COOPERAGE CO., KANSAS CITY, KANS.—Current business is very unsatisfactory, on account of slow orders, which usually means selling prices below cost of manufacture. We are confronted with an over-production and an under-consumption.

NO IMPROVEMENT IN PACKING HOUSE LINE BEFORE NEXT FALL

HELLMUTH COOPERAGE CO., CHICAGO, ILL.—As to present and future prospects, we see no immediate prospects for an increase in production, but we do look for an improvement before next fall. We believe next winter will show an improvement in the packing house trade.

NO NEW COOPERAGE MADE IN WESTPORT

A. O. POWERS, WESTPORT, CONN.—In regard to trade with me, there is none in the new barrel line. The high price of stock has driven new work into the second-hand barrel dealers hands. No new work made in this vicinity now.

THE QUESTION OF PRICE

OPELIKA HEADING CO., OPELIKA, ALA.—The demand for slack heading is improving, but prices are still below cost of production. We could operate at capacity at present prices, but it would be too much of a loss, so we only make enough time to enable our crew to get the necessities of life.

PRESENT MARKET NOT FAVORABLE TO CUTTING UP GOOD STUMPAGE

STEWART COOPERAGE CO., STEWART, MISS.—We will manufacture but very few slack staves during the year 1922. Conditions do not look good enough to us to justify in cutting up our stumpage on present markets.

FALL WILL SEE BUSINESS IMPROVEMENT IF—

THE J. V. WALSH CO., PITTSBURGH PA.—As to business, we do not look for very much improvement during the next few months. If the coal strike is disposed of and the railroad labor problem solved, we look for a decided improvement in the demand for cooperage this coming fall.

LACK OF CROCKERY TRADE AFFECTS THE COOPERAGE BUSINESS

AUGUST MUEHLHAUSEN, TRENTON, N. J.—The outlook for this year in our business is very poor. As a matter of fact, if we do not have any business in the spring, we do not need to look for any betterment in the fall. The cooperage trade in Trenton is almost shut to pieces, as there is no more crockery trade.

LOW BARREL PRICES ONLY WAY TO FIGHT STEEL DRUMS, SAYS R. H. MYERS

R. H. MYERS, CLEVELAND, OHIO.—Conditions in the second-hand barrel business are much the same as during the last few months. These conditions, however, have been an improvement over the depression period which we believe is now over. In my opinion the only solution for the wood package industry is continued low prices to compete with steel barrels. The drum people are fighting us in that way; why not fight back?

TIGHT TRADE HAS DROPPED OFF

HIRSCH COOPERAGE & STEEL PACKAGE CO., HOUSTON, TEXAS—Our business for the first two months of 1922 was about 50 per cent. normal, but dropped off in March to 25 per cent., and from the last ten days of March up to today, April 10th, we have not turned a wheel, and we cannot see any hopes for any better business in the near future.

18", 24" AND 30" STAVES IN GOOD DEMAND

J. A. SEAMAN, MCMINNVILLE, TENN.—I am in the tight barrel business only, but I have not operated my mills for about a year, owing to the bad condition of the market. It seems as though there is no market for staves at a price that a person can afford to manufacture them. Eighteen, twenty-four and thirty inch staves are in good demand.

HOPES BUSINESS WILL IMPROVE IN NEAR FUTURE

SERFAS LUMBER CO., T. A. SERFAS, EASTON, PA.—We have not produced any staves for at least a year and a half, and our four stave mills have been shut down during this period. Of course, as a result, we have not shipped any staves. We trust that business conditions will warrant our starting up our mills in the near future. The outlook, however, is not too encouraging.

TRADE BRIEFLY REPORTED

TENSAS COOPERAGE CO., W. R. DAY, MANAGER, SONDHEIMER, LA., SLACK STOCK—We are operating 100 per cent.—full production. Business appears to be improving slightly.

THE MINNEQUA COOPERAGE CO., J. S. KELLEY, MANAGER, LITTLE ROCK, ARK.—We manufacture Nail Keg Heading. Our output, about 40 per cent. normal. Outlook for business not the best.

MAX FLEISCHER, MEMPHIS, TENN., CLARET STAVES.—The prospect for the future in the export business is not very encouraging.

WILLIAM H. COLEMAN CO., JACKSON, TENN., CIRCLED TIGHT HEADING.—We look for gradual trade improvement.

MOREHOUSE STAVE & MFG. CO., MOREHOUSE, MO., SLACK AND TIGHT STOCK—Business is looking better.

NAVASOTA COOPERAGE CO., NAVASOTA, TEXAS, PINE HEADING—Outlook for the year only fair.

HARDWOOD PACKAGE CO., PHILADELPHIA, PA., TIGHT BARRELS.—Are running about 35 per cent. of our normal capacity, with no immediate prospect of any material improvement.

PROCTOR BROS. & CO., NASHUA, N. H., TIGHT COOPERAGE—We are operating at 40 per cent. of capacity and selling about 20 per cent. There is nothing to indicate any increased demand for cooperage in our line.

GLENN & TRAUMEL, MOUND CITY, ILL.—Slack heading business looks better than it has for the last 18 months.

PENICK & FORD, LTD., NEW ORLEANS, LA., GUM BARRELS—No demand at present and no prospects before fall.

PACKAGE PLANT OPERATING

The plant of the Planters' Packing Company, Crystal Springs, Miss., has been placed in operation and is giving employment to 100 persons. The company is operating the old plant of the Thomas-Rhymes Company, which went into bankruptcy last year.

WILL MANUFACTURE BARRELS

The Cash & Carry Lumber Yards, Inc., Jacksonville, Fla., of which R. R. Otwell is president, and A. J. Cone, secretary and treasurer, will engage in the manufacture of barrels, together with other packages.

THE NATIONAL COOPERS' JOURNAL

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ASSOCIATION MEETING

The Associated Cooperage Industries of America will hold its annual convention at the Planters' Hotel, St. Louis, Mo., May 3d, 4th and 5th. The greatest meeting in the history of the organization is expected.

NEW ADVERTISER

Voll Cooperage Co., St. Louis, Mo.

OUR THIRTY-EIGHTH ANNIVERSARY

With this, our May isssue, the JOURNAL enters upon its thirty-eighth year of service in the cooperage field, as the exclusive representative of "The King of Shipping Packages—the Wooden Barrel," and we can truthfully say that at no time in our history have we been more optimistic concerning the future welfare and prosperity of our trade than we are right now, as we stand upon the threshold of a new year in the JOURNAL'S life, and look forward, not only into the immediate months that face us, but across the years that are to come. And the reason for our optimism, right at this time, lies in the fact that the cooperage industry is at last awake; awake to the necessity of fighting for the trade life of the wooden barrel, within which trade life is bound up the business success, prosperity and permanency of every cooperage and cooperage stock manufacturer, large and small, new and second-hand, throughout the entire industry.

The appointment of a field man, which appointment will be duly announced at the Seventh Annual Convention of The Cooperage Industries of America, in St. Louis, May 3d, 4th and 5th, marks the initial step of what should, from this time forward, prove a steadily persistent and steadily increasing campaign in the interests of the wooden barrel, with never a let-up or a curtailing of activities until not only the greater part of all the business that has been lost to substitutes has been regained and every present barrel-using line increased, but every new line having package requirements shall have been interested to the point of "service" by the wooden barrel manufacturing trade.

There is no package manufacturing industry in the world more able to do full justice by its trade and business interests, in the way of financial support for advertising purposes, personal workers, etc., than the cooperage industry, and none has a package that will yield to its makers what the wooden barrel has yielded and will continue to yield, if it is but given even a fair degree of assistance in its business-pulling efforts. And that this assistance is now to be given, and in good measure, appears more than certain.

Therefore, on this, the thirty-eighth birthday, the JOURNAL wants to congratulate its trade, each and every member, on what the future holds for them, if they will but "Fight to Win" at every stage of the game. Especially do we wish to congratulate The Associated Cooperage Industries of America, individually and collectively, not only for the fine, constructive and invaluable work already done for the cooperage industry, but for the far better and greater works that will be done in the future, upon which future the JOURNAL, ever confident in its faith in its chosen trade, believes that we can all depend.

NUMEROUS OPPORTUNITIES FOR TRADE EXTENSION

In its April issue the JOURNAL cited, editorially, a specific instance in which a cooperage trade extension representative, working in the chemical field, could have rendered a service of inestimable benefit to the industry, in the matter of evolving a wooden container to carry corrosive acids—a problem which has now been solved and a process patented by private enterprise. In numerous lines, other than chemicals, there are presented very many more opportunities for splendid work on behalf of the wooden barrel in the direction of trade preservation and building.

One of the most important of these is the oil-carrying trade. Since the inception of this industry, the wooden barrel has been the accepted standard container, and it has held a position of dominance as an oil package which, up to the present, has not been challenged. However, there has lately appeared in this field a container which has gained a measure of popularity with the oil companies, which warrants its receiving some attention at the hands of the Cooperage Industry. We refer to the one-trip steel drum. It is impossible to escape competition by refusing to "see" a competitor, and it is very apparent that the above mentioned steel drum is an active and aggressive solicitor for business in the oil-carrying field. Its threatened encroachment on this particular wooden barrel domain can best be combated and shunted off by intensive trade extension work by a competent representative, which should take the form of advisory consultations with the oil companies with the view of meeting whatever requirements may be necessary to establish full confidence and satisfaction in the wooden container. The oil-carrying trade is one of the largest and most substantial customers of the cooperage industry, and the volume of business which it turns over to cooperage interests annually is too great an item to be regarded with unconcern.

The oil-carrying trade is only one of the fields in which the services of the proposed wooden barrel representative would be invaluable. Sugar, flour, chemicals, dyes, paints, fruits, vegetables, and numerous other commodity lines will unquestionably respond to the activities of a thoroughly capable trade representative with larger volumes of business than these lines now afford. It is to be hoped that no further delay will be encountered in getting the trade extension movement into full swing, and that such action will be taken at the coming Convention in St. Louis, as will result in a definite, positive action in the premises, to the end that we shall have a representative in the field by the first of June.

GOOD CHEER FOR THE WOODEN BARREL

Mr. S. W. Fletcher, of the Agricultural extension department of Pennsylvania State College, in a recently published article dealing with the future of the apple growing industry, stated that in his opinion, the census of 1930 would show the "Blue Ridge" country, which district includes the Cumberland and Shenandoah Valleys from Harrisburg, Pennsylvania, to Staunton, Virginia, as the center of apple production in America, providing that it is organized for co-operative packing and marketing, and providing further, that some very important present deficiencies in cultural methods are remedied.

From the standpoint of the coopers' industry, this is a highly pleasing forecast, and we are singularly ardent and fervent in our hope that time will prove Mr. Fletcher a true prophet.

Inasmuch as the "Blue Ridge" country referred to is primarily a barrel-making district, its leadership in the apple trade will be hailed with appropriate acclaim throughout the Slack Cooperage world. Deep satisfaction for the producers of apple barrel stock can further be found in the fact that growers and packers in the section slated for leadership by Mr. Fletcher, are safely, solidly, and enthusiastically "barrel people," and there is little danger of their being induced to use any package other than the sturdy, substantial standard apple barrel that has carried their fruit and their confidence for these many years past.

More apples—more barrels—more power to Mr. Fletcher, and may the elements and apple-growers conspire and co-operate to bring his prophecy to full fruition.

THE COOPERAGE INDUSTRY IS LOOKING UP

The comeback of business and the return of a normal and satisfactory volume of trade in general lines, is a theme that has been worked upon and played up in every conceivable guise and under every combination of circumstances that could, by the widest stretch of the imagination, be construed as at all favorable, since the early days of the depression, which became evident in the first few months of 1921. Ofttimes these predictions of returning prosperity were based upon sound fundamental logic and founded on facts discernible to the farseeing prognosticator, and ofttimes they were the result of an inward individual desire or longing to say or do something to ameliorate our misery or to dissipate the pall of business gloom in which we were enveloped, and were founded on nothing more tangible than the theoretical premise that business was bound, sooner or later, to return to a normal level. Forecasts, based upon sound economics, or well-grounded arguments advanced in support of a contention that we are on the threshhold of normalcy, are conveyors of good cheer, and serve a definite purpose in bolstering up the courage of the business world in the face of adverse trade conditions. However, there are times that we feel the need of something more sustaining than glittering generalities and specious promises of better times ahead, to hearten us and revitalize our faith in the rebuilding of our bank balances to their pre-slump proportions.

Happy are we to say that there is now plainly discernible actual, tangible evidence of the rebound that we all have been waiting for. Production statistics, covering the cooperage industry, both tight and slack, compiled by the Journal during the past month, discloses a most heartening situation throughout the trade. Although, being as yet far below the normal level, they show a decided increase in gross production over that of the first months of the year, the greater portion of which has been bought within the last sixty days. In the slack line, the production, at this writing, totals:

In finished barrels, approximately 60 per cent.
In staves, approximately 58 per cent.
In coiled elm hoops, approximately 90 per cent.
In heading, approximately 30 per cent.

In the tight line, the production totals show:
In finished barrels, approximately 40 per cent.
In tight staves, approximately 25 per cent.
In tight heading, approximately 50 per cent.

While these figures, at first glance, would seem nothing to grow excited over, when it is taken into consideration that a few months ago production in each branch would average probably 20 per cent. less than it does today, the stride forward which has been accomplished during the past month or two, can be more fully appreciated. The above averages are based on the normal production of 100 per cent. and give a fairly accurate index to the present condition of the trade. It must be remembered also, that the above percentages are *averaged* for the country as a whole, and while some plants and sections might be operating at or near capacity, others are doing little or nothing, which condition naturally cuts down the totals when that particular branch of the industry is handled as a unit.

We can reasonably suppose that production in a large measure reflects demand, although this item is doubtless affected, to a degree, by the stocks of material, both raw and finished, which are held over as a result of last year's operations. The grand average attained in the Slack Division is 61 per cent. and that in the Tight Division 38 per cent., from which it will be seen that, under present conditions, the slack stock and barrel manufacturers are faring a trifle better than the tight producers. On the whole, while the production volumes of 61 per cent. and 38 per cent. respectively, are not all that could be desired, they nevertheless, represent an activity that is undeniably reflective of the general business conditions prevalent throughout the country at this time, and are particularly stimulating in view of the fact that the impetus, through which a full 20 per cent. gain has been attained, has developed within a short period.

Under the circumstances there is every warrant for a cheerful, confident attitude toward the future, and a firm foundation is offered upon which to base a large measure of optimism. Granting that the tide of returning prosperity has not as yet reached some certain sections of the country, and granting further that in those that have not as yet felt the reaction from our recent slump, production is at a minimum and orders are extremely scarce, it is nevertheless, an inescapable deduction that they cannot remain long untouched by the upward swing in general business, which is slowly but surely staging the long hoped-for comeback.

THE BARREL HAS NO BASKET OR BULK COMPETITOR WHEN IT COMES TO APPLES FOR EXPORT, SAYS C. M. VAN AKEN

As the season advances, the cooperage stock outlook brightens, and this month has shown a decidedly optimistic tendency throughout the entire industry. The high prices of cooperage during the war period prompted the using of substitute packages in quite a number of lines where barrels have formerly been used. We find that when a trade swings away from barrels they seldom come back, but, in spite of that, there has been enough demand for cooperage lately to justify the attitude referred to above. It may be, however, that the floods in the Mississippi Valley are, in a measure responsible for the optimistic attitude. It goes without saying that if the supply is curtailed the consumer wonders. When the consumer of cooperage wonders where he is going to get the car that he will want next week or next month, he is apt to figure on placing his order for it, and when a number of these consumers place orders within a short space of time, the attitude of the manufacturers and dealers changes from pessimism to optimism very quickly.

The reports coming to us from the fruit sections continue to be promising. Every day brings us near to the time when we will be beyond the reach of frost and freeze—it was these that furnished the straw which broke the camel's back last year; hence, it is these that have been occupying a prominent place in the speculating of everybody interested in the fruit crop.

The European exchange is becoming more favorable for exporting. Exported apples means barreled apples. Baskets and bulk, which are the bone of contention for the Eastern apple barrel man, do not enter into consideration at all when apples for export are considered. It would, therefore, seem that if we have a good crop of apples, enough of them would be exported to not only prevent the waste of apples as applied two years ago, but to make a demand for barrel material that will make the people interested in this line of business happy.

CONFIDENCE IS BEING RESTORED AND COOPERAGE STOCK CONSUMERS ARE ORDERING MORE FREELY, SAYS JAMES INNES

Consumers of cooperage stock seem to be gaining a little more confidence, and ordering more freely than they have done for some time. But a great many are still holding back, waiting until the apple trees blow, and the prospective crop can be gauged.

Production of cooperage at present is at the lowest ebb it has been for years, partly caused by the floods and heavy rains, not only in the South, but over the country generally. In the South production has almost ceased. In a great many cases even the mills are in danger of being taken away by the high water.

General trade throughout the country is improving, and the opening of navigation from Montreal and at the Lake ports is moving considerable stock, especially from Canadian mills.

Prices are still demoralized, but there is a tendency to stiffen prices, especially in No. 1 staves and No. 1 hoops. Some cheap stock is being put on the market, on account of the high water around some of the mills, the stock having to be moved to save it from being submerged.

Next month it will be pretty well known what the prospects are for an apple crop, and if there is a good apple crop in sight, we look for quite an advance in prices of cooperage stock all along the line.

The demand for tight barrel stock continues steady, but a little below normal for this season of the year. Some lines have been cleaned out, while other lines are hanging fire. The export trade is opening up a little, but there is likely to be no rush for export until after the Genoa Conference, which will affect the export trade very materially. We are looking for a good export trade this year, and our opinion is shared by a great many of the exporters.

TRUCK AND APPLE BARREL STOCK DEMAND IS INCREASING, ALSO THE CALL FROM GENERAL COOPERS, SAYS WALTER C. HARTMAN

For this reporting we can say that business is improving, particularly in the truck produce and apple barrel lines, and, that there is also an increased demand for stock by general coopers, the lime manufacturers and even an activity in the cement trade is in evidence.

The principal demand seems to be for No. 2 and Mill-run stock: No. 2 30-inch, Southwestern staves that have been going begging for some time, are showing activity. pine heading of Alabama or Georgia manufacture is in much better demand, although it does seem difficult for the manufacturers to advance prices owing to the limited consumption and the fact that it does not take very many mills to supply the demand.

We estimate that about 50 per cent of the pine heading mills are in operation, but some of these not to full capacity. From the low market a half year ago, pine heading has advanced from ½c. to 1c. per set, and we are sure that there is no considerable profit in the manufacturing of stock at the present prices.

Some day something will awaken the No. 1 barrel users, but such a thing is not yet in sight. There is scarcely any flour or sugar business. Concerns who use considerable No. 1 stock, such as the alkali or chemical people, who have been doing very little buying and their stock on hand will take care of their needs for some time to come. This condition, however, is not by any means permanent and a change for the better is bound to come.

We look for the usual stiffening of markets following the annual convention of The Associated Cooperage Industries at St. Louis, May 3d, 4th and 5th, and we will not be surprised if statistics exhibited and facts proved at that meeting, will convince the manufacturers and possibly many consumers that now is a good time to buy as business gradually comes back, demanding the wooden barrel; also that the cooperage stock business is in about the same condition that the stock market was last fall and at the bottom, so far as prices are concerned.

LEONARD L. SCOTT ASSOCIATES WITH THE NATIONAL MANUFACTURING COMPANY

An announcement of special interest to the cooperage trade is that Leonard L. Scott, of Martinsburg, W. Va., has associated with the National Manufacturing Co., "The Best Stock" manufacturers of Detroit, Mich. In sending this announcement to the Journal, President Hartman says:

"Mr. Scott will represent us on the road in the Southeast. Previously, either Messrs Stark, Higgs or Kessel, have been traveling in that territory. Mr. Scott has had a wide experience in the fruit and vegetable trade, but during the last few years has devoted his time to selling cooperage stock, and is well acquainted with the trade in his district. He was with the government in the Agricultural Department for three years, and was connected with the American Fruit Growers Association for two and one-half years. His headquarters will be at Martinsburg.

"Especially under conditions that have been prevailing during the last year, we find it quite necessary to personally call on most of our trade. With Mr. Scott added to our force we have six men available for road work.

"One of the first reports of Mr. Scott from Martinsburg to the home office was touching the apple crops and was to the effect that: 'It is very cold here today, April 18th, and drizzling rain and all the fruit is in full bloom and it is quite poor weather for apple pollenization, and it is having a depressing effect on the apple growers spirits. With conditions of this kind, everyone wants to see the fruit actually set on the trees before commiting themselves in any way. They are more sensitive to influences than traders on the New York Stock Exchange'."

INTERNATIONAL APPLE SHIPPERS WILL MEET IN SEATTLE, WASH., IN JULY

The International Apple Shippers Association, of which Association E. T. Butterworth is president, and R. G. Phillips, secretary, will hold its next Annual Convention at Seattle, Wash., and on July 26th, 27th and 28th. Heretofore, August has been the month in which the apple shippers have convened, but the meeting date has been changed to July for the convenience of the Eastern members.

The Associated Cooperage Industries of America's new field man will undoubtedly be on hand at Seattle so that not only every member of the International Apple Shippers Association will know that the cooperage trade has really begun to boost its trade package, the wooden barrel, but said field man will also perceive what fine co-operation the apple shippers are ready to extend in the matter of package considerations.

APPLE BUDS NOT FAR ENOUGH ADVANCED TO SUFFER INJURY FROM WEATHER

A record-breaking fruit and vegetable crop in South Jersey is expected this year, according to Mays Landing, N. J., growers. Only recently have buds appeared on the fruit trees. The rainfall, experts declare, has been just enough to insure heavy crops, while the cold weather prevailing up to a few days ago served to keep back the buds.

CEMENT BUSINESS IMPROVES

Cement production and shipments have taken on a decided boom and a number of mills that have been idle for some time will resume soon. So says a report from Coplay, Pa., under date of April 26th.

WANTS IN COOPERAGE LINES

D. L. Pierson, Camden, N. J., is always in the market for second-hand sugar barrels.

Western Cooperage Co., Seattle, Wash., is in the market for coopers' tools, supplies and tress hoops.

C. S. Bigelow, Gasport, N. Y., is in the market for one car load of 17½ inch gum or hardwood heading.

W. H. L., P. O. Box 34, Jersey City, N. J., is in the market for edible oil barrels, cottonseed, corn, cocoanut, etc., also heavy oak lards.

Christopher Koch Co., Water and Swanson Streets, Philadelphia, Pa., is in the market for hickory barrel liners. Quotations solicited.

Best Cooperage Co., Villisca, Iowa, is in the market for seven cars of mill run and No. 2 staves. Two cars of heading and two cars of hoops.

Nebraska City Cooperage Co., Nebraska City, Neb., is in the market for apple barrel stock 28½ inch staves, 17⅛ inch M. R. heading, and 6 foot hoops.

Warren Lubricant Co., Inc., Buffalo, N. Y., will soon be in the market for No. 1, and No. 2, KD&J. hardwood and softwood staves and heading. In quoting, address A. W. Nelson, care Warren Lubricant Co., Inc.

Lopez-Lasa, Aranalde & Co., S. en C., Apartado 154, Sagua La Grande, Cuba, is in the market to correspond with manufacturers of lime barrels. This company is interested only in new barrels for their output.

Sacramento Cooperage, Mr. A. Arnold, Prop., 320 K Street, Sacramento, Calif., is in the market to correspond with apple barrel stock manufacturers. Mr. Arnold says he has had some inquiries for apple barrels, a new demand for California.

A commercial agent in Algeria wishes to secure the representation of firms for the sale of staves for wine barrels. Quotations should be given c. i. f. Algeria. Terms: Cash against documents. Reference. Further details may be obtained from the Bureau of Foreign and Domestic Commerce, Washington, D. C., or branch offices, by referring to Opp. No. 1289.

The S. B. Jackway Co., Elkhart, Ind., manufacturers of a product called "Dry Ground Fire Brick," desire quotations on slack barrels suitable for their purpose. They advise that the use of sacks has been somewhat unsatisfactory. Two sizes of barrels are desired—a whole barrel to hold 300 pounds, and a half-barrel to hold 250 pounds. They have in mind an eight wooden hoop barrel.

THE NEW "BARRELETTE"

Real activities in the matter of interesting the apple growers and shippers in the new "Barrelette," are already under way according to V. W. Krafft, secretary of the Associated Cooperage Industries of America. Not only will a full page "Barrelette" advertisement appear in the May issue of The American Fruit Grower, but a full page will also be carried in the Annual Report of the New York State Horticultural Society.

The "Barrelette" has had preliminary introduction to some of the apple men, Secretary Krafft having presented the new package to the Virginia State Horticultural Society, in Richmond, Va., in January last, and to the New York State Horticultural Society at its January meeting in Rochester, N. Y., as well as at a meeting of the American Fruit and Vegetable Shippers Association in Chicago, during February. Arrangements are now being perfected, secretary Kraft advises, for placing samples of the "Barrelette" in the hands of representative fruit growers and shippers, and reports from these growers and shippers will be awaited with special interest. For all those compiling information on the new "Barrelette" the following, touching its cubic contents, etc., is given.

Cubic Content of "Barrelette" Is 3,528 Inches

The cubic contents of the new "Barrelette" as approved by the Bureau of Standards, Washington, D. C., is just half that of the Standard apple barrel, namely 3,528 cubic inches. The new barrelettes as submitted to the Bureau of Standards by Secretary Krafft of The Associated Cooperage Industries of America, and duly approved with allowable tolerance by the Bureau, were designed to hold one-half of a standard barrel, that is 3,528 cubic inches, approximately 1.64 bushels or 52½ dry quarts.

The dimensions of the "Barrelette" are:

Head, 15½ inches (giving ample display surface). Staves 18 inches; Inside depth 15½ inches; Bilge 58 inches.

Chicago Reports Activities in Building Trade Is Reflected in Improved Cooperage Business. Other Barrel Using Lines Are Looking Up

Reports from many of the Chicago plants indicate that the cooperage business of the Windy City continues to improve as the weather gets warmer and building operations increase. In some quarters paint barrels have been in good demand and in other sections half barrels and kegs are drawing heavier inquiries, while beverage concerns are said to be using more bottle barrels. Although there are still some members of the trade here who have, as yet, been unable to see any improvement in the market, still they all report that they look for betterment later in 1922. The majority, however, feel that things have brightened up already and that the next three months should develop a general demand for cooperage.

Business Is Better in All Cooperage Lines, Says L. C. Hollingshead

Although L. C. Hollingshead, president of the J. D. Hollingshead Co., 167 East Chicago Avenue, spoke briefly, what he had to say was most encouraging. Mr. Hollingshead said: "Business is better in all our cooperage lines and we are running along nicely now." When it is remembered that the J. D. Hollingshead Co., which company was established over half a century ago, is not only one of the largest manufacturers of and dealers in tight and slack cooperage and cooperage stock, but has plants in practically every section of the country, it will be readily understood what President Hollingshead's statement means.

Pronounced Improvement in Export Cooperage Orders, Says A. H. Gepke

A. H. Gepke, sales and traffic manager of the Edwin C. Price Company, 1822 South Clark Street, tells of a pronounced improvement in export cooperage orders. This company handles the well known Whitewood kegs and barrels.

Orders for Lard Cooperage Coming in Right Along

"Our export business is picking up in fine shape and we also find an unusually heavy demand for lard kegs and candy pails," Mr. Gepke said. "The candy pails are for shipment, too, not for storage. The storage season does not open for about sixty days. Orders are coming in right along for the lard cooperage. On the whole, things are looking considerably brighter."

New Plant of Edwin C. Price Co. Running 100 Per Cent. Normal

Mr. Price, who has been traveling a great deal in the past four or five months, returned recently from the company's big new plant at Fremont, N. H. The former plant was wrecked by fire in June of 1921 with total loss. The new building was completed last November. Mr. Gepke says it is now running one hundred per cent. normal, with four new pail lathes and six stave and heading machines operating full blast.

Working Overtime Sounds Good and Is True

Perhaps one of the most cheerful cooperage men in this section is S. Rosenbloom, who has been in the business here nearly ten years. Mr. Rosenbloom recently moved into a larger factory on the northwest side of the city, in order to take advantage of switch tracks that run alongside the loading platform. Mr. Rosenbloom made the statement that his full force of men has been working right along and that on a number of occasions in April the employes put in overtime.

"A Picture No Artist Can Paint"

"I am glad to be able to say that we are running up to capacity—it is indeed a pleasure to have such information to impart," Mr. Rosenbloom said. "How long this condition will last, I do not know. When I mentioned this fact to some others of the local field, they said it was merely a spurt; that it was not going to last; that a cooperage plant working overtime these days was "a picture no artist could paint."

Second-Hand Barrel Trade Feels Uplift in Building Trade Lines

"Our business began to pick up early in April, and up until the nineteenth day of the month my entire force was kept busy. Several nights it was necessary to have a few of the men work overtime to get out orders on time. We handle nothing but second-hand tight cooperage. I believe that the increased building operations in Chicago, following the long tie-up occasioned by the building trades strike, and the fact that a great deal of painting and street and bridge repairing is now under way, is responsible in a measure for the activity."

Prompt Service Brings New Business

Mr. Rosenbloom, who was formerly at 1923 Crystal Street, says his action in getting into the new and more modern cooperage plant at 1030 Branch Street, was the best move he ever made. He has found that his business has been getting better ever since he made the change. The new shipping facilities embodied in the accommodation of having freight cars at his factory doors have brought him new customers and re-orders, he declared.

Better Tone in the Barrel Market Right Along, Says Mr. McKay

Orders for second-hand barrels increased during April, and inquiries received at the offices of the House-McKay Cooperage Company, 1407 Edgemont Avenue, were more numerous, according to Mr. McKay, who reports that he finds a better tone in the market right along, despite the fact that the process is a slow one. The House-McKay Cooperage Company observed the improvement with a first few weeks of pleasant weather. Mr. House gave the encouraging information that the nature of the inquiries now being received give promise that their business will pick up materially within three months. In exemplification of his statement Mr. House said:

Cooperage Business on the Mend, Says Mr. House

"It is impossible, of course, for a man in the cooperage business today to say that business is good, fine, excellent, etc. He is doing well if he can describe the situation as fair, for the business has been dealt a blow that no other business has suffered. However, we have to take things as they come up over the horizon, and these happenings at our plant cause me to feel that the cooperage industry is on the mend. It is slow, very slow. But our orders are getting better and our inquiries greater. That in a measure means improvement.

Barrel-Using Industries Are Coming into the Market

"One firm that has been lagging all through the winter months came to life since the first of April, and we were considerably surprised to get an inquiry concerning 1,000 barrels—prepared oil barrels. This was only one instance where an inquiry concerning the price gave an evidence of signs of trade resurrection. We are going on the basis that our inquiries are sincere and that we will enjoy better times within the next ninety days."

Tight Barrel Orders Are Larger and More Frequent, Says John J. Hellmuth, Jr.

John Hellmuth, Sr., head of the Hellmuth Cooperage Company, 5217 Southwestern Avenue, who suffered blood poisoning in one of his feet and was confined to his home under the doctor's care for a long time, has recovered and has returned to his executive duties. His son, John J. Hellmuth, Jr., reported that business at the Hellmuth plant is better now than it was a month ago; that orders are larger and more frequent and that more confidence seems to be shown in the buying.

"We have by no means reached our normal gait of business, but since the latter part of March we have noticed improvement," Mr. Hellmuth said. "We handle tight barrels only. We expect the trade to pick up, to become more pronounced, when the weather gets warmer. The fact that building construction has been resumed in the city to some extent is being reflected in business in general. The building tie-up threatened to paralyze many lines."

Conditions Are Better, Says Abraham Uttal

"Conditions are better, but still far from what they ought to be," was the statement of Abraham Uttal, president of the Acme Barrel Company, 2235 West Grand Avenue, dealing in second-hand cooperage. "Since the latter part of March the second-hand cooperage business has picked up somewhat, but the low price of the new barrels is still the barrier to our business. Information reached me the middle part of April that one Chicago cooperage company official had made a further cut in the price of his new barrels."

Better Demand for Tight and Slack Second-Hand Barrels, Says Abraham Bender

Better demand for both second-hand tights and slacks is reported by Abraham Bender, of Bender Brothers, 1427 Hastings Street, since the first of April. Mr. Bender also blames the reduction in the price of new cooperage for the present-day troubles of the second-hand man. He believes that building of homes and additions to industries in and near Chicago will have a favorable effect on the cooperage business late in May or early in June.

Soft Drink Demand Has Failed to Make Up for Beer Trade Loss, Says Thaler Bros.

"Prohibition practically put us out of business; it has been and still is exceedingly dull in our lines," said a member of the firm of Thaler Brothers, 2038 North Clark Street. "We had done a very good business in beer cooperage and the soft drink demand has failed to supplant its loss. We are not doing anything at all at the present time, but we hope to see better times this summer."

Expected Spring Business Has Not Appeared, Says P. Nelson

P. Nelson, head of P. Nelson & Sons, 1416 West Austin Avenue, dealers in tight and slack second-hand barrels, says that he has found little improvement since the warm weather arrived. They had looked for a favorable turn with the coming of spring.

Better Cooperage Demand Is Apparent, Says D. W. Ryan Cooperage Co.

At the D. W. Ryan Cooperage Company, 1634 Besly Street, it was said a little better demand for cooperage has been felt there since the middle of March and that some improvement is looked for in May.

Business Quiet with M. H. Ritzwoller Co.

M. H. Ritzwoller, of the M. H. Ritzwoller Company, 4800 South Hoyne Avenue, left town the middle part of April on a business trip. This company reports business as quiet.

Present Inactivity Will Eventually Give Way

The Standard Cooperage and Woodenware Company, 2360 Milwaukee Avenue, supplying small barrels and kegs to private homes and storekeepers, say they have not experienced the betterment they had hoped for in the spring. They, however, feel that the inactivity will be relieved in July or August.

Little Demand in Tight Cooperage Trade

Little demand for tight cooperage is reaching the T. Johnson Cooperage Company, 1046 West Thirty-eighth Street, Mr. Johnson said. The company has been in the industry in Chicago forty years.

J. H. Winterbotham Is Improved

J. H. Winterbotham, of J. H. Winterbotham & Sons, 8 South Dearborn Street, who has been ill in the South since the middle of January, is reported improved in condition, and is expected to return to his home here in a few weeks. The Winterbotham Company finds business to be fair.

HOLLINGSHEAD & BLEI CO. HAVE NEW HEADQUARTERS

All of the many friends and customers of the Hollingshead & Blei Co., when calling upon the company in Chicago, should make note of their new office headquarters, which are now located at 130 North Wells Street, where they will be pleased to see and welcome all visitors from the cooperage trade.

E. HENNING, INC., AT NEW ADDRESS

On and after May 1st the office headquarters of our good friends, E. Henning, Inc., formerly of 105 South LaSalle Street, Chicago, will be in the Manhattan Bldg., 431 South Dearborn Street, to which new address all communications to the company should be addressed.

NEW BARREL COMPANY INCORPORATED

Certificate of incorporation of the Thomas company, with offices at 215½ South Market Street, Hoopeston, Ill., was filed with County Recorder Carter, of Hoopeston, recently. The incorporators are: T. J. Flanagan, T. P. McGuire and Thomas J. Loftus, all of Chicago. The company is incorporated to manufacture, buy and deal in barrels, boxes and other containers, as well as to manufacture, buy and sell other merchandise.

NATIONAL COOPERAGE CO. NEARLY READY TO OPERATE

According to report just issued, the barrel plant of the National Cooperage Co., at Welland, Ont., is nearly ready to operate. The last of the necessary machinery is now being installed in the Supreme Heating plant, which has been taken over by the National Cooperage Co., for their barrel making factory. The plant is located at Haynes and Russell Streets, and Samuel Liebovitz is general manager.

ARE MAKING AND SHIPPING TIGHT STAVES

Morgan & Blair, Huntingdon, Tenn., are making and shipping tight staves from the company's different plants in Tennessee.

BONE DRY BONE DRY BONE DRY

IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

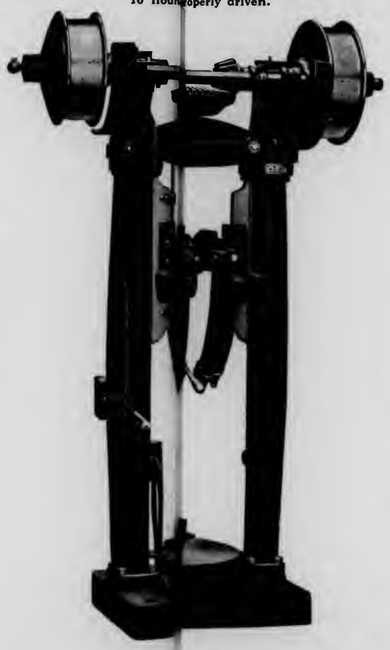
AND FOR MAKING THEM FIT FOR THE USERS

"THE OLD RELIABLE" ORAM STANDARD BARRELS

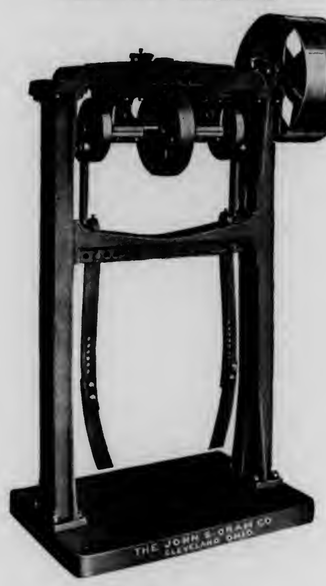
"ORAM" STANDARD DRIVING MACHINE

SIMPLEX—DURABLE

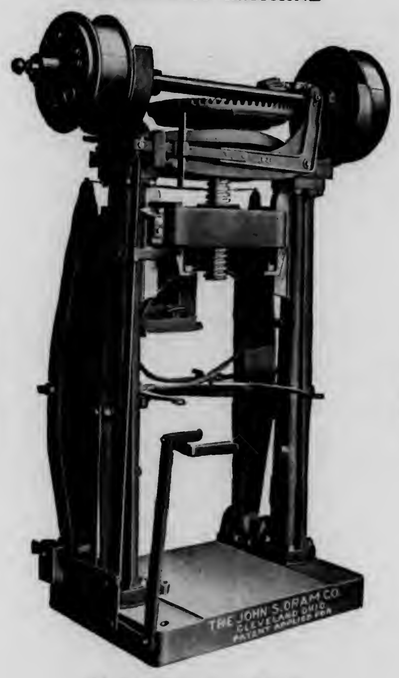
Capacity—As fast as operated. 600 to 1,000 pkgs. per day of 10 hours properly driven.



NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE



NEW "ECONOMY" (PATENT APPLIED FOR) HEADING-UP MACHINE



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STAVE, HEADING & BARREL MACHINERY

CLEVELAND, O. U. S. A.

TIGHT BINDING TEXT CUT OFF

APPLE BARREL STOCK

OUR REPUTATION
built on 47 years of honest business
YOUR GUARANTEE

Tight or Slack Cooperage Stock

Quality Tells
BOLZ
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TRADE MARK

BOLZ COOPERAGE CORPORATION Chouteau Trust Building ST. LOUIS, MISSOURI

COTTONWOOD STAVES
ARE OUR
SPECIALTY

Bright, clean, dry stock manufactured in strict accordance with the grade rules of the Associated Cooperage industries of America.

Plant and Offices:
MEMPHIS, TENN.

But—we can supply you with all kinds of SLACK

QUALITY
SERVICE
SATISFACTION

Associated Cooperage Industries

Let us submit our prices

STAVES
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The W. M. Davis Stave Company

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Slack Stock Specialists

MANUFACTURERS OF

Slack Staves, Hoops and Heading

IF YOU WANT **Staves** of "Quality," from 24" to 48"
Hoops, first class in every particular
Heading that is perfectly manufactured *WRITE US*

Associated Cooperage Industries

Shipments prompt and satisfactory

ST. LOUIS, MO.

Forty-Two Years' Experience

THE HENRY WRAPE CO.

MILLS:
Paragould, Arkansas
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MANUFACTURERS OF

White and Red Oak, Gum and Ash, Kiln Dried and Jointed Staves and Circled Heading for Tight Barrels and Kegs

Quality **ST. LOUIS, MISSOURI** Satisfaction

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

Louisville Reports Glowing Apple Crop Prospects. Kentucky May Have Largest Crop Ever Known

In spite of the fact that many lines of business have shown considerable improvement within the past few months, the cooperage trade still continues a bit sluggish, although prices appear to be at rock bottom and there has been no changes shown in the local tight barrel market for some weeks past.

Tight stock is very steady, as the markets are so low that the tight trade is merely sitting firm, figuring that prices have gone as low as they possibly can or will, and the "comeback" of demand is the thing now waited for. Lower priced labor is hardly possible, as labor employed in the far South in production of staves and heading is now about as low as the pre-war price, or mighty close to it, with hands obtainable at $1.50 a day. Common labor is to be had in manufacturing plants as far north as the Ohio River at $2 and $2.50 a day. There is not much prospect of any lower freight rates for some time to come, with the result that there is not any immediate indication of any lower prices in the tight cooperage stock industry.

Present Working Capacity of Tight Cooperage Plants Not So Bad

Consumers of tight packages are willing to admit that the market is low, and while they are placing a few orders for future delivery there is not much immediate business to be had. Local tight barrel manufacturing plants are operating on a thirty to forty per cent. basis. That seems low, but considering the fact that it is the off season, and also that local plants have a large capacity when running full, the showing is not so bad.

High Water Has Stopped Logging

One of the largest manufacturers of tight staves and heading in this district reports that it is down at its Southern mills, and another reports that it is operating two of its Kentucky mills and but one of its Southern mills, which means a rather light production. In the far South there is a great deal of water at the present time and, with much levee trouble and continued rises in the Mississippi River, prospects are that production for some time will be light, as it will be no easy matter to get out timber.

Flour Mills on Fifty Per Cent. Basis

In the slack cooperage trade things are also rather quiet at the present time, as flour mills are operating but thirty-five per cent. of capacity on an average. All mills in the Southeastern Millers' Association and the largest mills here are only operating on a fifty per cent. basis. The potato growers and seed growers have put in storage all spuds for the second crop and that demand is off. It is too early for produce barrels with the exception of a little demand for barrels for shipping green produce in iced sugar-sized produce barrels to the Eastern markets. While the cement mills are busy, as well as the lime mills, they are not taking any great number of barrels just now. Sugar barrels are slow, as are slack barrels for packing certain fine grades of tobacco. The hogshead trade is also about over for the time being.

The Tight Stock and Barrel Market

There has been no change in the tight market during the month, the same figures as quoted in our last letter holding good, namely:

White oak oil staves, $50 a thousand; red oak, $45; spirit, $85; gum, $37.50. Heading—White oak, 40 cents; red oak, 35 cents; gum, 27½ cents; spirit, 62½ cents per set. Barrels—White oak, oil, $2.10; red oak, $2.05; spirit barrels, $3.50; gum, $2; white oak half barrels, $2. Kegs—5-gallon, $1.10; 10-gallon, $1.30; 15-gallon, $1.40; 20-gallon, $1.60; and mixed white and red oak kegs are 15 cents each under above quotations on straight white oak kegs.

The Slack Stock and Barrel Market

Slack barrels are steady, but slack stock is weaker, the Louisville market being quoted as follows: Flour barrels, 70a75c; salt, 65a70c; sugar, 80a90c; produce or potato, 45a60c; one head produce, 40a45c; sugar sized, No. 2 stock produce, 60a65c. Slack staves, No. 2 grade, $6 to $8 a thousand; No. 1, $10 to $12; and mill run, $9 to $10. Six-foot elm hoops, $15 and $17; No. 1 heading, 17½, 12a14c; No. 2, 9a10c; 19½ size heading, No. 1, 15a17c; and No. 2, 11a13c.

Reduced Lumber Rates May Benefit Cooperage Manufacturers

J. S. Thompson, manager of the Louisville division of the Southern Hardwood Traffic Association, reports that through the efforts of his office, in behalf of Chess & Wymond Co., Louisville, and the Holly Ridge Lumber Co., allied producers of cooperage stock, he has managed to secure the transit privilege on lumber and cooperage stock moving from stations on the V. S. & P. Railroad, via the A. & V. Railroad, to Jackson, Miss. The Missouri Pacific R. R. has also announced a reduction of from 3 to 5 cents a hundred pounds on lumber from points in Arkansas to Louisville, effective May 15th, on complaint of Louisville veneer and lumber interests, and at least one cooperage concern believes that it will be able to use this reduction in bettering rates on cooperage stock from points in the Delta to Louisville.

High Water Against Stock Manufacturers Right Now, Says G. O. Wymond

G. O. Wymond, of the Chess & Wymond Co., in discussing conditions in the trade, said: "We are operating our Louisville barrel and keg plants about one-third time, but are not turning a wheel in production of staves and heading at our Southern mills at the present time, as demand does not warrant production, and high water is against us anyway just now.

Kentucky Prospects for Apple Crop

Paul Dysart, Jr., of the J. D. Hollingshead Co., reports that he is anticipating a good spring business as soon as produce begins coming in in sufficient quantities to force a barrel demand. Mr. Dysart is very much interested in reports of apple and fruit growers. Unless some severe late frosts are encountered, prospects are for the largest apple crop that Kentucky has ever known. The orchardists of Henderson County, Western Kentucky, are turning in very glowing reports of apple prospects at down-river points, Henderson County being the largest producing county in the State. Last year conditions were against the growers, and with but a part crop many of them are reported to have done quite well, due to general shortage of apples and good prices.

Improvement in General Business Means Improvement in Cooperage Trade, Says J. Nick White

J. Nick White, manager of the Louisville Cooperage Co., reported that there was a little spurt of business at one time in March, but that it passed off, and since then there has been only a wierd procession of small orders coming in, there being no snap or activity to the trade. However, Mr. White is of the opinion that with the known light stocks in hands of consumers, and improved general business conditions, demand is bound to start up before long. Mr. White called attention to the fact that general business is more active, as shown in bank clearings. Daily clearings this year in Louisville are running three to four million dollars ahead of clearings for the same period of last year, in spite of the fact that commodity prices are lower than they were, which means more business in gross tons. There is also more confidence in business, and reduced interest rates on the part of the Federal Reserve Bank, from 5 to 4½ per cent., should also encourage more active business.

ST. LOUIS SLACK STOCK MARKET

The following St. Louis quotations were ruling on April 20th:

No. 1, 28½" elm staves	$15.00
No. 1, 28½" gum staves	15.00
No. 1, 28½" cottonwood staves	15.00
No. 1, 28½" sycamore staves	15.00
No. 1, 30" elm staves	16.00
No. 1, 30" ash staves	20.00
No. 2, 28½" elm staves	10.00
No. 2, 28½" cottonwood staves	10.50
No. 2, 30" ash staves	9.00
No. 2, 30" gum staves	9.00
No. 2, 30" elm staves	9.50
M. R. 28½" (6-2") fruit barrels	10.50
M. R. 30" gum staves	12.00
M. R. 34" M. T. staves	14.50
3' 8" coiled elm hoops	5.00
4' coiled elm hoops	5.50
4' 4" coiled elm hoops	5.25
5' coiled elm hoops	12.50
5' 6" coiled elm hoops	15.50
6' coiled elm hoops	16.00
6' 6" coiled elm hoops	16.50
6' 9" coiled elm hoops	17.00
M. R. 17⅛" gum heading	.8c
No. 1, 17⅛" gum (flour barrel) heading	.10c
No. 2, 19⅛" gum heading	.8c

WILL MANUFACTURE COILED HOOPS FROM PACIFIC COAST WOODS, BY A PATENTED PROCESS

A new enterprise, and one in which the entire cooperage trade will be interested, is the incorporation of the Pacific Hoop Company, a new company just organized in Portland, Oregon, and which company will manufacture coiled hoops from spruce, fir and kindred Pacific Coast woods, by a patented process. The Pacific Hoop Company has a capital stock of $50,000, and its officers are G. P. Clerin, president; James E. Wright, vice-president, and Charles E. Milligan, secretary.

In writing the JOURNAL of the activities of the new company, President Clerin says:

"The manufacture of coiled hoops from western timber has been made possible by a patented process through which the hoop passes preparatory to coiling. This process is covered by several patents taken out by James E. Wright, of Bay City, Michigan, who has been on the Western Coast several times testing out the possibilities of manufacturing coiled hoops from spruce, fir and kindred Pacific Coast timber. It is highly probable that the manufacture of coiled hoops will become a large industry in the West, where timber is in such abundance and at such reasonable prices that not only the United States but the whole world can be supplied. Before the discovery of this patented process it was never possible to manufacture coiled hoops from any other timber than the Eastern elm. This wood is now so scarce and expensive that it has become necessary to find some satisfactory substitute. This has been accomplished by the use of Western woods manufactured by Mr. Wright's patented process, and it is the intention of the company to start operations just as soon as the plant can be equipped.

"The object in launching the Pacific Hoop Company is the production of hoops of the right 'quality' and at the right 'price.' Slack barrels have become so expensive to manufacture, largely on account of the high price of hoops, that other containers of poorer quality have, to a great extent, taken their place. The Pacific Hoop Company intends to place hoops on the market at a price which will permit the manufacturer of slack barrels to compete with the makers of cheaper and inferior containers. It is generally admitted that the barrel is greatly superior as a container for foodstuffs to the impractical and unsanitary sack, which is, at present, so much in use. However, in order to bring the slack barrel back into general use, it is necessary to materially reduce the cost of materials that go into its manufacture, and this is what the use of patented coiled hoops will do.

"Mr. Wright is now in the East to secure the necessary machinery and it is expected that the plant will be in operation by the middle of June. The capacity of the plant will be not less than 50,000 hoops per day, with provision for increasing the output to any amount when necessary to supply the demands. The company intends to take care of the Coast trade, but most of its output will be shipped by water, to New York, Boston and other Eastern markets. Shipments to the interior States will be made by rail. The company intends to make a first class article at a price low enough to stimulate the market."

Of the principal organizers of the Pacific Hoop Company, James E. Wright, of Bay City, Michigan, and G. P. Clerin, of Portland, Oregon, are the best known. Mr. Wright is a mechanical engineer of ability and has been engaged in the manufacture of coiled hoops for the past thirty-six years, practically all of which time has been spent in the capacity of superintendent with the Standard Hoop Company, of Bay City, Michigan, while G. P. Clerin, to whose personal efforts the organization of the company is largely due, has had years of experience in the manufacture of staves and heading. Mr. Clerin was one of the organizers of the Western Cooperage Company, of Portland, Oregon, and of the Standard Cooperage Company, of Aberdeen, Washington. The combined experience of Mr. Wright and Mr. Clerin in the manufacture of hoops, headliners, lumber and cooperage, insures the success of the Pacific Hoop Company, as well as the possible development of its particular line of manufacture into one of the largest in the West.

HAYS' COOPERAGE CO. BEGINS OPERATIONS

Hays' Cooperage, Attala, Ala., is in operation after a shut-down covering several weeks. Orders are being received by the plant daily, according to Thomas Shipley, owner and operator, who owns a number of similar plants in this territory. There are now sufficient orders on file to keep the plants in steady operation for several months, it is said. The local cooperage employs more than a score of men and has an extra large stock of heading material on the yards.

Memphis Reports Apple Crop Prospects Are Factor in Increasing Demand for Cooperage Stock

Present prospects for a good fruit crop are a factor in the strong demand which is being felt now throughout the Memphis cooperage trade. The potato crop, too, is helping the cooperage stock business. It is estimated that about eight million slack staves were handled by Memphis firms during March and April. The Cate-LaNieve Company alone handled six millions in March.

Although there are more than a hundred slack stave mills in the Southwestern district, it is estimated that they are only running on a general average of one-fourth time basis just now. It is pointed out that certain conditions which prevail all through the manufacturing district will prevent their running full time at least until the latter part of August. Extremely high water, which overflows many sections, is making the crop season late. With a late crop season, timber operations are delayed, and the whole cycle seems due for an inevitable delay this year.

Flood Conditions Have Put Mills Out of Running

Apropos of flood conditions, late information received here, indicates that ten out of the nineteen mills in the Southwestern district are shut down because of high water. The other nine are only running half time because their men have been commandeered for levee work or because logs cannot be secured to continue mill operation.

At mills located at Elaine, Ark., and Vicksburg, Miss., work was stopped when yards were flooded. Louis H. Schaperkotter, of the St. Louis cooperage firm of the same name, advises that their Elaine mill is under a foot of water now, and this is expected to rise two or three feet more.

Mills where work has been entirely abandoned are located at Elaine, Ark., Lake Village, Ark., Vicksburg, Miss., two at Greenville, Miss., Ferriday, La., Yazoo City, Miss., Mound City, Ill., Des Arc, Ark., and McGee, Ark. Two mills at Memphis are running half time, as are others located at Tutwiler, Miss., Wynne, Ark., Halls, Tenn., Jonesboro, Ark., Chaffee, Mo., Helena, Ark., and Dyersburg, Tenn.

Hold-up from High Water Will Be Over by May 7th, Says C. E. Carter

C. E. Carter, secretary and treasurer of the Tutwiler Hoop Co., of Tutwiler, Miss., was a visitor among cooperage firms in Memphis during the latter part of April and, speaking of flood conditions, he said that he believed logging would re-open around Tutwiler in about two weeks—approximately May 7th—with the passing of high water, which has halted operations there. But Mr. Carter said that conditions at Greenville and Indianola, where water is pouring over the levees, would prevent logging, or at least allow only a little work for perhaps a month. At time of reporting the main line of the Yazoo and Mississippi Valley Railroad between Memphis and Tutwiler was not more than two inches above water at several points, Mr. Carter said.

Pine Heading Demand Has Increased, Says E. A. Powell

"We find a very material increase in the demand for pine heading," says E. A. Powell, president of the Powell Cooperage Company, Memphis, in a conservative statement given to the JOURNAL representative April 22d. "Almost every line of business which uses pine heading is coming into the market, with the exception, perhaps, of the glass barrel business. We are still operating about 20 per cent. of normal, but we are clearing out stocks of heading accumulated during the dull period and we expect prices to be substantially higher within the next thirty days. In fact, the prices today are higher than they were two weeks ago.

"For the past six months there has been no time at which heading could be made profitably, but the average manufacturer has reduced the log stocks and has discouraged any plans for future operation. An increased demand which we may expect from the approaching fruit crop and from general business improvement, because of our unpreparedness, will cause a quick upturn in pine heading prices. This should happen within the next four weeks.

Stave Demand Has Improved Materially

"With us the demand for No. 2 staves has improved materially. Prices are stronger and the movement much better. This is true also of fruit staves, but we find comparatively little demand for No. 1 stuff and we find reasonably good stocks in the hands of the consumers of No. 1 barrels, so that we expect during the coming season a lessening of the spread between No. 1 and No. 2 stock."

The Heading Market

F. o. b Alabama or Georgia mills, Mr. Powell's quotations on April 22 were:

M. R.—K. D. 17⅛" pine heading 5½c. per set.
M. R.—K. D. 19⅛" pine heading 6½c. per set.
M. R.—K. D. 20" pine heading 8c. per set.
M. R.—K. D. 21" pine heading 9c. per set.

Daily Stock Inquiries Are Increasing, Says H. L. LaNieve

H. L. LaNieve, of the Cate-LaNieve Co., reported that No. 2 staves, the cheapest grade there is, had advanced in price $1 a thousand during the last two weeks of April, and he expects them to go still higher.

"We are receiving half a dozen inquiries each day," says Mr. LaNieve, "and we find it impossible to make quotations for as long as twenty-four hours in advance. All our quotations are subject to immediate change. The upward trend in the market will continue until the middle of August at least, for supply will not catch up with the demand until that time. There may be some sags in the market, but the general tendency is upward. In fact, I look for prices to be strong all the rest of the year."

The Hoop Market

Hoop quotations as furnished by Mr. L. Bigelow, of the Cate-LaNieve Company, on the Memphis basis, are as follows: 6' 9" at $16; 6' 0" at $15; 5' 6" at $14.50; 5' 3" at $13; 5' 0" at $12; 4' 8" at $8; 4' 4" at $5; 3' 8" at $4.50; 3' 4" and 3' 0" at $4.

Since, out of the nineteen mills in this district ten are out of operation and nine are running only half time, Mr. Bigelow says he sees an inevitable early advance in prices. But he says that he hopes, with the rest of the trade, that it will not be a material rise, and that manufacturing conditions will open up soon so that it will be offset by later production.

Cooperage Trade Back to Normal Basis, Says W. M. Davis

W. M. Davis, of the W. M. Davis Stave Co., is impressed with the fact that under the present situation the cooperage industry is just "back to normal." "We have been operating at a loss for so long a time," Mr. Davis said, "that it seems good to be back again to where a cooperage man can earn the fair profit he is entitled to. There are not going to be any big profits made in this business soon, but it does look as though we are due to rock along on a normal basis for the rest of the year."

REDUCED RATES IN EFFECT

Reduced rates on hardwood lumber and forest products from points in the Southwest to destinations in Central Freight Association, Eastern Trunk Line and Pittsburgh-Buffalo territories became effective April 13th, according to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, Memphis, Tenn. The lower rates are in accordance with the recent verdict of the Interstate Commerce Commission in the hardwood rate case which this body brought to the attention of that tribunal. The average reduction is about 3½ cents per hundred pounds.

Railroads in Central Freight Association territory, according to Mr. Townshend, have already agreed that the reduced rates applicable to hardwoods at the time indicated will apply also on pine, hemlock and cypress, as well as other soft woods, so far as destinations in that particular territory are concerned. He anticipates that Eastern trunk line roads will also shortly agree to allow the lower rates on hardwoods to apply on soft-woods.

NATIONAL MANUFACTURING CO. ESTABLISHED WHOLESALE LUMBER DEPARTMENT

In a communication to the Journal, under date of April 21st, Walter C. Hartman, President of the National Mfg. Co., Detroit, Mich., says:

"We have established a hardwood and pine wholesale lumber department and have employed Mr. A. J. Meilstrup as Sales Manager. A great many of our friends manufacturing cooperage stock are also making lumber, and it was at the suggestion of some of these old connections that induced us to handle lumber.

"Mr. Meilstrup has a broad experience in the lumber business and knows the trade in this vicinity. He graduated from a forestry college in Kentucky, was for several years connected with Salling Hanson & Company, of Grayling, Michigan, and has devoted his entire business life to manufacturing and wholesaling lumber."

SECRETARY HOOVER REQUESTS THAT TRADE STATISTICS BE MADE PUBLIC

Trade associations throughout the country have been asked by Herbert Hoover, secretary of the Department of Commerce, to voluntarily furnish that department with statistical information concerning industries to be published by the government for the benefit of business and the public generally.

Mr. Hoover held a conference here on April 12th with several hundred representatives of trade organizations throughout the United States. The purpose was to discuss with Mr. Hoover the means of making available to his department all statistics at stated intervals. He told those attending that the method to be employed in supplying the statistics could be best worked out by the individual associations desirous of furnishing them to the government. Considerable discussion was devoted to the application of the restraint of trade acts in relation to the activities of trade associations. Chairman Gaskill, of the Federal Trade Commission, told the conference there should be a positive determination of the law relative to trade association activity. Senator Edge declared that what business men want to know is where they are at and that industry should have the co-operative help of congress.

Secretary Hoover declared that industry needed statistics and that they were absolutely essential to the welfare of all industries regardless of their character. He wanted these statistics made available to all the public.

U. S. CHAMBER OF COMMERCE APPOINTS COMMITTEE TO STUDY TRADE ASSOCIATIONS

Appointment of a committee to study and report on the subject of trade associations has been announced by the Chamber of Commerce of the United States. The committee will direct its inquiry with a view to determining in what manner trade associations can render the greatest service to business and the public.

Members of the committee are: Philip H. Gadsden, chairman, Philadelphia; president, American Electric Inc.; Henry S. Dennison, Framingham, Mass.; formerly Federal Electrical Railways Commission; vice president, United Gas Improvement Co; Thomas S. Adams, New Haven, Conn.; secretary, National Tax Association; professor of political economy, Yale University; Fred. R. Babcock, Pittsburgh; formerly president, National Wholesale Lumber Dealers' Association and of the Pittsburgh Chamber of Commerce; president Babcock Lumber Co.; Charles J. Brand, Pittsburgh; formerly chairman, Cotton Distribution Board, and chief of Bureau of Markets, Department of Agriculture, vice president and general manager, United Fruit Growers, Inc.; Henry S. Dennison, Farmingham, Mass.; formerly director of planning and statistics, War Industries board, and president of the Taylor society; president Dennison Manufacturing Co.; James R. Maccoll, Pawtucket, R. I.; formerly president, National Cotton Manufacturers' Association and chairman executive committee, World Cotton Conference; treasurer, Lorraine Manufacturing Co.; J. D. H. Morrow, Washington, vice president National Coal Association; Alfred Reeves, New York; secretary, National Automobile Chamber of Commerce; George Rublee, New York; formerly member of Federal Trade commission and delegate to Allied Maritime Transport council.

FEBRUARY'S EXPORT OF COOPERAGE

Touching upon cooperage, Axel H. Okholm, chief of the Lumber Division of the Commerce Department, in the April 11th issue of Commerce Reports says:

"In cooperage the total number of staves (tight and slack) exported was only 1,723,000 for February, being 66 per cent. below February, 1921, and which is approximately the same difference maintained during the past eight months as compared with the corresponding period a year ago. While a few foreign markets took a larger volume of staves for the month than during February, 1920, there is a large decrease in all markets for the eight-month period, the total export value of all cooperage stock, including staves, heading and shooks, but not including empty barrels, casks and hogsheads, being $243,763 for February last, as compared with $793,404 for February, 1921. For the past eight months this total was $3,386,064, compared with $13,356,454 for the like period in 1921.

STAVE PLANT STARTS OPERATION

The stave plant of J. F. Hasty & Sons at Mt. Ida, Ark., was placed in operation recently. The belts were placed and machinery started during the first part of the week of March 20th. Arthur Watson is the local manager.

SECRETARY KRAFFT URGES WOODEN BARREL'S CLAIM AS PERFECT SHIPPING PACKAGE TO OVERCOME LOSS AND DAMAGE IN TRANSPORTATION

The following letter of Secretary Krafft, addressed to Mr. C. H. Dietrich, Freight Claim Agent, of the Chicago, Milwaukee & St. Paul R. R. Co., with Mr. Dietrichs' reply, speak for themselves and encourages the belief and entrenches the confidence that the cooperage industry, when once it really sets about protecting and promoting the interests of the wooden barrel, will receive the same courteous attention and consideration as is accorded Secretary Krafft by Mr. Dietrich. The shipping and packing container question is not only the most vital one before the carriers today, but before every manufacturer, producer and grower as well, and the wooden barrel, with its rightfully ackuired prestige as "The King of Shipping Packages," needs but the proper support of its trade, both in its "Quality Manufacture" and its "Co-operative Boosting," to not only hold its own, but to recover the greater part, if not all, that it has lost to substitutes, but to build up a fine and remunerative trade in innumerable new lines of industry as well.

Office of Secretary, St. Louis, March 24, 1922.
Mr. C. H. Dietrich,
Freight Claim Agent,
Chicago, Milwaukee & St. Paul R. R. Co.
Chicago, Ill.

DEAR SIR: The writer has been much impressed with the series of articles written by you for the Traffic World on the subject of "Loss and Damage Claims," and has read them with deep interest, especially so because the product of our industry consists of a container largely used in the transportation and marketing of many commodities.

This subject has an interest which goes beyond the monetary loss to the carriers, as it entails an economic loss. While the efforts being put forward by the carriers at this time to eliminate causes for loss and damage and thereby save the enormous waste incurred in transportation, it is incomprehensible to the writer, why one of the fundamental conditions together with its remedy has not been suggested, so far as he knows.

In some of your articles, for instance the 16th, in the August 6, 1921, issue of the Traffic World, you make the following pertinent statement:—

"It is an interesting question to what extent unsuitable and inadequate containers are responsible for the great number of damaged packages thrown back on carriers' hands for disposition, and I have sometimes thought that our classification committee, which pass on the question of containers and their adequacy, might do well to visit some of our large salvage freight warehouses and see the evidence piled up there, testifying unmistakably to the fact that there must be something wrong with the manner in which they were prepared for transportation."

This comes nearer touching upon the point we have in mind than anything that has heretofore come to our attention in connection with the subject of "Loss and Damage."

Admittedly, a very considerable portion of the loss incurred by the carriers in this respect is directly chargeable to insufficient packing. First and foremost, the nature of the container itself enters into this matter, but with the exception of a few isolated instances, we know of no comprehensive or detailed study that has been made by the carriers of the character and classification of various kinds of containers generally used in the transportation and marketing of many products. So far as articles coming under the jurisdiction of the Bureau of Explosives are concerned, this matter has been taken care of effectively, also in the case of fruit and vegetable packages, at least in some sections of the country.

But there are a multitude of commodities moving daily that use many and various kinds of containers. Admitting the desirability, from every standpoint, of the use of the best container adaptable for different commodities, we are only stating a fact when we say that the "Barrel" is universally recognized as being the most substantial container available, but it is significant that cooperage, as well as other really effective containers, in their very nature are more expensive and herein lies the reason why flimsy and inadequate containers are generally used with the resulting tremendous loss and damage.

Obviously, the choice of a container is largely influenced by its relative cost, and in view of the responsibility resting upon the carriers to safely transport and deliver traffic receipted for them, the shipper has but a secondary interest in the form of container used. True, his interest is a real one, in that the condition in which his product reaches the consumer or buyer, directly affects his business, nevertheless, as a rule, the situation is as stated.

In any event, the remedy lies in the hands of the carriers, and in this connection it might be noted that the tendency toward smaller packages has been a very important factor in the situation. In former years, many products were shipped and marketed in bulk quantities, for which containers, such as barrels were generally used and the matter of loss and damage was a relatively incidental one and certainly of such insignificant proportions compared to the present time that it was simply accepted as one of the incidental hazards of transportation. This situation can best be illustrated by referring to flour, and in this connection I have noted with interest your "Fifth" article appearing in the March 5, 1921, issue of the Traffic World. You have clearly stated the situation, but in our estimation have entirely overlooked the real cause and remedy.

In later years, there has been a pronounced tendency to the shipment and marketing of flour in small packages with the result that there are enormous quantities of small paper sacks used at the present time, to say nothing of flimsy cotton sacks. This tendency has been particularly pronounced during the last few years and its cause can be directly traced to a situation created by the carriers themselves and which, incidentally, touches upon the really effective and direct remedy that can be applied by the carriers to this entire proposition. It also illustrates the direct relation of dollars and cents cost of package and transportation to the kind of container used.

For many years the carriers, while applying the same rates in cents per hundred pounds on shipments of flour, whether packed in barrels or sacks (paper, cotton or jute), provided for an estimated weight per barrel of flour of 200 pounds. This allowed approximately four pounds for the weight of the barrel, which actually weighs about 18 pounds. The history of this estimated weight, so called, is as follows:

Years ago, when water transportation was exclusively available, transportation charges were made and assessed on a per package basis. As railroads were built and came into competition with water carriers, they also published their rates on a per package basis. During the course of time, the desirability of publishing rates on a per hundred pounds basis became apparent, and in doing so, the carriers made the per hundred pounds rate on flour half of that applicable per barrel of flour and established an estimated weight of 200 pounds per barrel. Incidentally, it might be mentioned that at that time barrels were made largely of oak timber and weighed considerably in excess of 18 pounds. Some few years ago, however, the carriers in the official, Western and Southern Classification territories, conceived it to be an iniquity to continue carrying an estimated weight per barrel of flour and no doubt, also scenting a probable increase in revenue, cancelled said estimated weight per barrel of flour.

It is true that this action was sustained by the Interstate Commerce Commission on the broad ground that there exists no justification for the publication of estimated weights, which are admittedly less than the actual weights.

At that time the writer interviewed traffic officials of many lines East, West and South, and called attention to the direct consequences that would ensue from the elimination of an estimated weight per barrel of flour, explaining that the resulting increased transportation cost of flour in barrels would further accentuate the increased cost of flour in barrels to the consumer, as it would further penalize the admittedly really effective and best, but more expensive container, namely the barrel. The developments of the last few years have fully verified this prediction.

Some five or six years ago, approximately 11 per cent. of the total production of flour was shipped in barrels, today it is probably less than 2 per cent, with the result that the loss and damage incurred by the carriers in the transportation of flour has increased enormously. It represents an appreciable percentage of the total revenues of the carriers for the transportation of flour. All available statistics on the subject will show that almost 100 per cent. of the loss and damage incurred on flour was in connection with sacked shipments.

It is perfectly obvious that the present rates on flour, being the same whether shipped in barrels, jute sacks, cotton sacks, or paper sacks, encourages and are responsible for the use of flimsy containers.

We have gone into detail in illustrating the effect of freight rates on the use of different forms of containers for flour. However, the same situation prevails as to many products and commodities transported by the carriers. The obvious remedy would be the adjustment of classification ratings and of commodity rates on products and commodities that would discourage rather than encourage the use of the lighter, cheaper, flimsy and fragile containers; in other words, looking to the ultimate rather than the immediate earnings of the carriers. Assuming that this were general and the use of heavier and stronger containers encouraged, the effect upon the net revenue of the carriers through the practical elimination of loss and damage is apparent.

A study of the relative transportation charges on such packages will show that classification ratings are so adjusted as to discourage their shipment and use, and the ultimate saving to the carriers through the elimination of loss and damage resulting from the use of heavier and stronger containers is absolutely lost sight of or ignored.

The point we have in mind is that an adjustment of classification ratings on finished containers and on the products, which takes into consideration the kind of container used, would promptly and effectively provide an immediate remedy for much of the loss and damage now being incurred by the carriers. In the aggregate, this loss reaches alarming proportions. Admittedly, too, a duty rests upon the carriers to safely deliver intact and in good condition products entrusted to them for transportation.

Yours very truly,
V. W. KRAFFT, Secretary.

Chicago, Milwaukee & St. Paul Railway Co.
Freight Claim Department
1368 Fullerton Ave.
Chicago, April 13, 1922.
File P-57.

Mr. V. W. Krafft, Secretary,
The Associated Cooperage Industries of America,
B-20 Railway Exchange Bldg.,
St. Louis, Mo.

My dear Mr. Krafft:

I have read with a great deal of interest your letter of March 24th, on the subject of proper containers and their relation to the loss and damage situation, and I am only sorry that you delayed writing this letter until after my series of articles for the Traffic World was finished, as I should have liked very much to have incorporated this letter, in its entirety, in one of those articles.

I am in hopes that the Container Bureau, of which Col. Dunn is in charge, which has recently been inaugurated by the American Railway Association, will get down to the meat of this subject and finally put a premium on a commodity securely packed, and until this is done there will be no very great incentive toward shippers spending money on proper containers.

I am taking the liberty of putting your letter before the Committee on Claim Prevention, American Railway Association, of which I happen to be a member, as I know every man on that committee will appreciate the force of your argument and will spread this gospel as far as their limitations will permit.

I also wish to thank you for your complimentary remarks regarding the articles published in the Traffic World, and to again assure you of my appreciation of this very instructive letter on a subject which I believe is most vital to our claim prevention work.

Yours sincerely,
C. H. DIETRICH,
Freight Claim Agent.

ASSOCIATION BULLETINS

Freight Rate Reduction Effective April 13th

The reduction in freight rates on hardwood lumber and forest products, including cooperage stock, etc., granted by the Commission in I. C. C. Docket 12995, will be published for account of carriers in Southwestern Territory west of the Mississippi River, by F. A. Leland, chairman, Southwestern Freight Bureau, in Southwestern Lines Freight Tariff No. 110, I. C. C. No. 1524, effective April 13, 1922.

18" Staves for Barrelette

Account of the diameter of the heading used in the Barrelette, 18" staves for that package should be bundled 175" to the bundle of fifty staves. The Committee on Grade Rules and Specifications governing Slack Cooperage Stock has under consideration an amendment to our rules specifically covering 18" staves designed for the manufacture of the Barrelette.

Information Re Export Shipments

Foreign Trade Order No. 2 of the Interstate Commerce Commission contains a list of stations at which carriers are to keep on file information relative to the handling of export shipments by water, and from which the railroads will issue export bills of lading. Copy of this order may be obtained at a nominal price from the Superintendent of Documents, Government Printing Office, Washington, D. C.

AMERICAN COOPERAGE TRADE WITH CHINA SUFFERS

Reporting on America's cooperage trade with China, Trade Commissioner Lynn W. Meekins, in the Commerce Reports of April 17th says:

China's export trade was dull in 1921, particularly in vegetable oils, for which are used by far the largest portion of the staves and other cooperage material imported from the United States, and our business suffered. At the beginning of 1922 most of the oil-producing centers of China had on hand considerable stocks of barrel staves, and until the world's markets again call for Chinese oils it is unlikely that American firms can make satisfactory sales of cooperage articles to the mills. Soya-bean, peanut and wood oils, the kinds produced in largest quantities, are exported chiefly from Dairen, Tsingtao, and Hankow, respectively, where, as at Shanghai, Tientsin, Harbin, and many other places, modern oil mills have been established.

It is unsafe to make any general statement regarding the most widely used type of barrel for Chinese vegetable oils, but there has been a tendency among exporters to employ 50-gallon barrels of fir or oak with from six to eight steel hoops. These barrels actually hold about 52 gallons, but if overfilled they leak, and a good margin is essential because of temperature changes in long-distance shipments.

Soya-bean oil and peanut oil have been shipped in bulk when steamers had tanks to handle them, otherwise in 50-gallon barrels, old kerosene tins, and corrugated drums. Original exports from Chinese ports were more than 110,000 long tons of bean oil and 54,000 long tons of peanut oil in 1920. Wood oil presents a special problem, being apt to penetrate wooden barrels despite modern methods of sizing, for which reason shipments in bulk or in steel drums are more satisfactory.. More than 51,000 long tons of wood oil was shipped from Chinese ports in 1920.

Cement Barrels of Local Manufacture

With large modern works near Tientsin, at Dairen, and Hongkong, besides smaller plants in numerous other cities, China produces fair quantities of Portland cement, which figured in the domestic and east Asiatic trade to the extent of 100,000 long tons in 1920. Barrels used for cement shipments are usually of local manufacture from old or inferior stock, but it is recognized that better materials must be employed, especially for exports, and an opportunity seems to exist here for increased business in the future for American manufacturers of staves and headings. The standard barrel contains an average of 375 pounds of cement and weighs 400 pounds gross.

Egg products constitute one of the most important classes of Chinese exports for which wooden containers are needed. Shipments in 1920 were 25,000 long tons of albumen, dried and frozen; whole egg; liquid yolk, salted and unsalted, and dry yolk; 700,000,000 fresh and preserved eggs; and 21,000 long tons of frozen eggs. Tin-lined wooden boxes are used for the dry products—albumen and yolk; tins, packed in wooden boxes, for frozen eggs and albumen and whole eggs; and barrels for liquid yolk and sometimes for whole egg. Fresh eggs are packed in ventilated cases and protected from breakage by cardboard, chaff, and straw. Sizes of egg-products containers vary considerably, according to whether shipments are "big," "average," or "small" measurement. The factories are widely scattered, eggs being produced extensively throughout China. Tientsin, Shanghai, Hankow, and Nanking are prominent export centers.

Possible Market for American Shooks

In connection with the possible sale of American shooks for barrels and boxes in China it should be noted that the Chinese generally employ only the cheapest possible packing materials. Low-grade domestic and Japanese pine and, when available, Siberian pine are used for boxes, and, whenever practicable, second-hand barrels and materials are taken. It is to the foreign firms in China exporting the more important products that American suppliers must look for a good part of their market for new box and barrel stock of good quality. As the export of vegetable oils increases, more shipments will probably be made in bulk.

NEW RATES ON LOGS

The Rock Island system has agreed to establish net rates on logs moving to Memphis, Tenn., when the outbound product is shipped via that line, according to announcement made by the Southern Hardwood Traffic Association. The effective date has not yet been decided.

BELGIAN SOURCES OF BARREL STAVES

The principal use to which tight barrel staves are put in Belgium is the manufacture of containers for beer, vinegar, cognac, cement, gunpowder, chemicals, and vegetable oils, slack staves being employed in the manufacture of containers for fruit, potatoes, nails, and bolts. The manufacture of tanners' vats is also of considerable local importance. Aside from small cooperage shops, there are in Belgium three important barrel-manufacturing plants. These plants rarely buy through merchants in Antwerp but import direct from the Baltic and eastern European markets.

Before the war Japanese oak was considerably used for high-grade barrels, especially for beer, but it no longer appears on the local market, owing to the lower prices on Russian and Austrian oak. The principal woods now used are Baltic pine, which arrives sawed and ready for use except for some finishing, and is generally employed for slack barrels and also for cement kegs, and oak from Jugo-Slavia, Poland and Czecho-Slovakia which is sold hand split. Comparatively little native wood is at present used for cooperage. It is stated that most satisfactory deliveries are received in Polish oak, and, though prices are lower on Czech and Croatian woods, it is difficult to get execution of contracts.

Dimensions of Staves—American Prices Too High

The principal dimensions of staves imported are 1 to 1.8 meters for wine barrels (of which the consumption is small in Belgium, and which are for the most part exported to France) and from 0.6 or 0.7 meter to 1.1 meters for beer kegs and other containers. It should be noted that Belgian low-fermentation beer produces an inside pressure of from three to four atmospheres, so that a close grained oak is required both for staves and headings. Powder and nail kegs run in 25 and 50 kilo sizes. Prices on Baltic pine staves now average from 600 to 700 francs per cubic meter.

As far as opportunities for American staves are concerned, Antwerp lumber importers frankly state that prices are too high to interest them so long as Baltic and eastern quotations continue at their present level. The habit of the larger producers of buying directly in foreign markets has also diverted lumber merchants from the stave business, and would also impede the placing of agencies in this locality.

JOHN THOMAS, PRESIDENT OF THE EDWIN BELL CO.

Paraphrasing "Some are born great, some achieve greatness and others have greatness thrust upon them," it can be said that while some are born to positions of worth and authority, and some are thrust into such positions there are, however, others who achieve the distinction of such positions by reason of long years of faithful service, steadfast application of established business principles and an unwavering regard for that intercourse between men that makes for business confidence, trade success, and lasting personal friendships. It is in this latter class that John Thomas, recently appointed president of The Edwin Bell Company, Pittsburgh, Pa., belongs.

In 1885, the year the Journal was founded, Mr. Thomas started his business career with The Edwin Bell Company, then known as Edwin Bell & Son, with headquarters in Youngstown, Ohio, as office boy, advancing steadily, with the progress of the company until he assumed the presidency. For many years Mr. Thomas has directed the affairs of the company as general manager, so that the new title brings nothing new in the way of energies to be exerted, but it does do that finer thing of acknowledging "Worth and Ability," so splendidly exemplified in Mr. Thomas's connection with the company that he chose to serve away back in 1885.

As is well known, The Edwin Bell Company is among the largest manufacturers of slack cooperage and cooperage stock in the country, which position there is no doubt but what it will retain and more firmly establish so long as the hand of its new president is on the company's business helm. In taking the title of president, Mr. Thomas succeeds Mason Evans, for many years president of the First National Bank of Youngstown. At the time of the annual election of officers, when Mr. Thomas was made president, George E. McNab was chosen vice-president and W. H. Hopkins secretary-treasurer.

BARREL COMPANY INCORPORATES

The Arnson-Gottlieb Barrel & Cooperage Co., Cleveland, Ohio, has been incorporated with a capital stock of $40,000. G. C. Arnson and Belle Arnson, are interested in the new company.

PRESIDENT HARDING SPEAKS TO LUMBERMEN

Hope that the building industry would "clean house" without the necessity for Government intervention was expressed in a message from President Harding read at the annual dinner of the National Lumber Manufacturers' Association, held in Chicago, Ill., April 5th.

"I have been informed," President Harding said in his letter, "that at the forthcoming meeting efforts will be made to agree upon policies looking to the restoration of normal cost bases in these industries, the elimination of waste and the assurance to intending builders that they may go ahead with their operations, reasonably certain that investments made now will not have their value impaired by reason of further disorganization in the industry.

"On the side of the lumber industry in particular, I am assured that there is a desire through co-operation to rid it of some conditions and practices which have been disadvantageous to effective competition, and calculated waste of our timber resources.

"I have been particularly in harmony with the suggestion that some leaders of these industries have put forward: That these results should be accomplished without intervention on the part of public authority. This, of course, is the wise and altogether desirable proceeding.

"As you are well aware, the Administration has been anxious to encourage in every possible way an adequate expansion of building, so much needed to provide the people with homes and business establishments. I am very sure that your success in the general policy which has been suggested would be a large contribution toward the broadest economic advantage of the Nation."

STEPHEN JERRY & CO., INC., INCREASE PLANT AND WAREHOUSE FACILITIES

Stephen Jerry & Co., Inc., manufacturing cooperage, cooperage stock and tools, have removed to their new factory and warehouse at 272 Huron Street, Brooklyn, N. Y., where the increased facilities will allow of their rendering more efficient service to their rapidly growing business clientele than they have so far done. The company's new headquarters comprise the entire block on Provost Street from Huron to India, and they are equipped to handle all kinds of cooperage stock, tools and new slack barrels and kegs on short notice at attractive prices. Orders large or small receive the most prompt and careful attention, since the business policy of Stephen Jerry & Co., Inc., has always been "Satisfactory Service," while their trade slogan is "Wooden Barrels Protect Your Products."

HAS PURCHASED NEW COOPERAGE INTEREST

Under date of April 6th, J. A. Etheridge, Springfield, Tenn., advises the Journal that he has purchased the interest of Mr. Oliver in the Etheridge & Oliver Heading mill at Springville. Mr. Etheridge says he will rebuild the mill, and will manufacture slack barrel heading and lumber, operating under the name of J. A. Etheridge. There is sufficient lumber in close proximity to run the plant five years, and as the rebuilding is to be rushed, Mr. Etheridge is confident that he will be in shape to take care of the orders, not only of his old customers, but new ones as well, the coming summer and fall.

WOODEN TANK AND SILO MANUFACTURERS LOOK FOR BOOM

Wooden tank manufacturers, according to reports, are having a fair business, which is expected to be considerably better. Tanks for fire protection are in normal demand, while the textile business is promising. There is a good business with paper companies, and the demand from tanneries is opening up. The silo business has been bad for two years, with the Pennsylvania field the best. If the farmers get financial assistance from the Government, it is claimed the silo business is expected to boom.

M. C. BRADLEY & CO. DOING BUSINESS

M. C. Bradley, former vice-president and manager of the Associated Cooperage Co., Inc., New York, is now interested in the cooperage business under the firm name of M. C. Bradley & Co., with office headquarters at 46 Vesey Street, New York. It is the sincere desire of Mr. Bradley's many friends throughout the cooperage trade that his new business enterprise may not only thrive and prosper, but that it may grow substantially in size and extent as well.

WILL MAKE FRUIT BARRELS

The Hampshire Barrel & Package Co., Martinsburg, W. Va., James A. Shawen, proprietor, is erecting a plant for the manufacture of barrels and other fruit containers.

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

BUFFALO COOPERAGE MARKET

The slack cooperage trade is on a quiet basis at present, with not much change apparent from last month. Jobbers and mill-representatives report but few sales and their customers appear to be holding off until industrial business improves. They are hopeful, also, of an early reduction of freight rates. A member of the trade says he believes that if a lowering of 25 per cent. in freight rates were to take place, it would be a very good thing for all lines of business.

The Stock Market

As a rule, prices are a little easier than a month ago, with some quotations reduced, while others are nominally unchanged. Staves have shown a decline of 50c. to $1 or more. Quotations on slack cooperage stock are as follows:

No. 1, 30-inch elm staves	$14.50a$15.00
No. 2, 30-inch elm staves	11.00a 12.00
No. 1, 30-inch gum staves	14.00a 14.50
No. 1, 28½-inch elm staves	14.00a 14.50
No. 1, 28½-inch gum staves	13.50a 14.00
No. 2, 28½-inch gum staves	11.00a 11.50
Mill run, 28½-inch gum staves, fruit	11.00a 12.00
Six-foot hoops; six-foot-nine hoops	15.50a 17.00
No. 1, 19¼-inch basswood heading	11½a12½c
No. 1, 19¼-inch gum heading	12a12½c
No. 1, 17¼-inch basswood heading	10½a11c
No. 1, 17¼-inch gum heading	10½a11c

Apple Crop Promises Well

They are looking for a generally good fruit crop this year. Apples promise to do well and cherries are already forward enough to make sure of it. The cold snap of April 20th was severe to all appearance, but the temperature did not get much below freezing, so no harm was done. The high price of apples continues, so that apple growers will take care of their trees and not neglect spraying, as they did last year when fruit was so slow. The price went up to $2.50 wholesale for the best-named sorts.

Are Planning to Increase Orchards

Jay E. Allis, who is known as the peach king, of Western Orleans county, says that the outlook for fruit for 1922 is bright, especially in apples and peaches, which give promise of an unusually large crop. The latter have gone through the winter with no injury to the buds. He says that fruit growers are planning to set more trees than usual this spring. They will have difficulty in getting all the trees they want, as they are scarce this year. The reasons are that labor has been scarce and apples have been low in recent years, so the nurseries have not been turning out any large quantity of trees.

The Flour Barrel Market

While the demand for flour barrels is very light at present, and quotations cannot be based on any active trade, wooden-hooped barrels are said to be bringing from 65 to 75 cents. Apple barrels are now about 50 cents, and it is not believed they will go much above this figure this season, unless a stronger market on material develops.

The Barrel Market, New and Second-Hand

The demand for tight barrels is said not to be active at this time and the supplies of second-hand barrels are large. New oak vinegar barrels are quoted at $2.50, while second-hand barrels are $2, with very few of the latter being called for.

Barreled vs. Boxed Apples

Barrelled apple shipments fell behind boxed stock from October to December, 1921, and from January 1 to March 25, 1922, according to statistics. In the former period, shipments of boxed apples were 66 per cent. greater than for the corresponding period of 1920, while shipments of barreled apples were 56 per cent. less. In the latter period, boxed apples gained 24 per cent. over the same period of 1921, while barreled stock fell off 66 per cent. The barrel as a container lost out to a large extent to the basket, owing to the desire of growers and shippers to use the cheapest package.

Niagara Cooperage Co. Has Fire

The Niagara Cooperage Co., 152-200 Van Buren Street, Lockport, N. Y., sustained a loss of about $3,000 on April 7th, when fire broke out in the cooper shop. The damage has since been repaired. The shop was established many years ago and turns out flour barrels for the Lockport mills, as well as apple barrels in season.

W. K. Jackson Homeward Bound

W. K. Jackson, of Jackson & Tindle, who has been spending the past two months abroad, was in England at last report, and is expected to return about May 1.

W. G. Pennypacker, Jr., Looks for Improved Buying

W. G. Pennypacker, Jr., reports a little doing in the slack cooperage trade, but states that many buyers are holding off at this time. His heading mill is turning out a fair amount of stock and improved buying is looked for soon.

Fruit Prospects Good, Says Jackson & Tindle

Jackson & Tindle state that cooperage trade is not active at present, but the fruit prospects are considered good and buying is expected to be in fair volume for the next crop.

Limited Buying in Flour Barrel Lines, Says Quaker City Cooperage Co.

The Quaker City Cooperage Co's shop is finding only a limited amount of buying going on in flour barrels, with trade not much changed from a month ago.

WILL SUPPLY LIME COOPERAGE

O'Neal Lime Works, which has a large tract of land near Calera, Ala., has closed a contract with the Sandusky Cooperage & Lumber Company, of Toledo, Ohio, under which the latter undertakes to build and operate a large barrel and keg factory on lands sold by the former.

Work is to begin at once. The plant will make all kinds of cooperage products, and will make a specialty of lime barrels with steel hoops. Negotiations have been entered with the Conners Steel Company of Birmingham, which makes hoops, for a supply. The use of steel hoops will prevent the lime from slacking and also loss of barrel contents.

The Sandusky Cooperage & Lumber Company is one of the largest cooperage operators in the country, having mills principally in the west and northwest, but it also has plants in Georgia and other Southern States.

Dr. W. C. Gewin and Dr. N. A. Barrett, of Calera, were instrumental in bringing the new industry to Alabama. It is understood that other industries will be located on the O'Neal tract.

The lime works, up and down the Louisville and Nashville, will be large takers of the product of the mill, and the new plant will establish a demand for a Birmingham steel product.

CRANBERRY CROP PAYS WELL IF CONDITIONS ARE RIGHT

Cranberry culture is recommended as a profitable industry under suitable conditions and in certain climates, by specialists of the United States Department of Agriculture. At a recent conference of extension workers the possibilities, advantages and drawbacks in cranberry growing were discussed.

The bulk of the present cranberry crop is grown on the acid soils and peat bogs of Massachusetts, parts of New Jersey and New York, Wisconsin, Michigan, and near the mouth of the Columbia River in Washington and Oregon. Some cranberries are also grown in the mountain districts in Virginia and West Virginia.

Preparation of the land for cranberry growing is an expensive process. All trees and roots have to be removed from the marsh and burned, and the fields graded, ditched, dyked and sanded. Before the war, swamp land could thus be cleared and prepared for about $300 to $700 per acre. At present prices of labor and materials, this work will cost anywhere from $600 to $1,200.

The ground must be suitably located and prepared carefully because it is important to have a good water supply and good drainage facilities. The water is also used for controlling insect enemies. It is necessary to have a reservoir from which the bog can be flooded. In New Jersey some growers say that leaving some weeds in the bog is not objectionable as they supply shade for the plants. In Wisconsin Indians from the reservation pick the berries. In New Jersey thousands of Italians come out to do the picking. In Massachusetts Portuguese do most of the work.

It is essential that the cranberry grower be prepared to ward off insects and diseases, both of which are very destructive. In New Jersey, where conditions are favorable for the development of certain fungous diseases, proper spraying with Bordeaux mixture was found to control the diseases and is generally practiced.

Ordinarily, the price of cranberries per barrel is from $6 to $10, although during the past year as much as $40 per barrel was obtained for small lots. The number of berries produced per acre ranges anywhere from 15 or 20 to 100 or sometimes 200. A reasonable expectation under good conditions and management however, would be from 35 to 40 barrels per acre.

FOREIGN COMPETITION CLOSES LINSEED MILLS

Seven of the fifteen largest linseed oil plants in the United States are reported to have closed down as a result of the competition the industry is meeting from foreign companies. Among the mills that have closed are Kellogg, Spencer & Sons, Buffalo; the Buffalo plant of the American Linseed Oil Company, Mann Brothers, Buffalo, and the Toledo Seed and Oil Company, Toledo.

Discussing the situation, a Philadelphia linseed oil authority said that much hardship was imposed on the industry because the temporary tariff raised the price of the raw material 50 per cent. and left the tariff on the finished product unchanged. He also said if the proposed tariff legislation contained in both the Fordney and the Senate bills pass it will aid the industry. Tariffs of forty cents a bushel on flaxseed and three cents on a pound of oil are proposed in the bill. Approximately twenty pounds of oil can be produced from a bushel of flaxseed, and under the proposed tariff the domestic industry will be able to meet the foreign competition on a more even basis.

It has been estimated that more linseed oil was imported in the six months ended March 31 than had been sold by domestic crushers.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

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MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
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FOR SALE—One 60 H. P. Stationary Boiler with stack.
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Address COALPORT CONTRACTING CO.,
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FOR SALE—One E. & B. Holmes No. 117 Crozer, oil barrel size, with stationary cutter heads. Machine is in first-class condition. Address PENICK & FORD, LTD., Purchasing Dept., Marrero, La.

FOR SALE
REBUILT STAVE and HEADING MACHINERY
Two Greenwood heading turners.
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ROCHESTER BARREL MACHINE WORKS,
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COOPERAGE MACHINERY FOR SALE

COMPLETE equipment for the manufacture of tight cooperage, including stave and heading mill machinery. Address, La Crosse Cooperage Co., La Crosse, Wis.

BARRELS FOR SALE

FOR SALE—Five thousand slack barrels, different sizes. Write for prices. BURNHEIM & MANK, North Waldboro, Maine.

BARRELS WANTED

WANTED—New cooperage in all sizes from 5-gallon up to full size barrel. Address MAX GOLDSTEIN, 250 Bowman St., Wilkes-Barre, Pa.

STOCK WANTED

WANTED—One car each of 20½" red oak oil barrel heading, 20½" white oak oil barrel heading, 21" gum syrup barrel heading, and 19⅝" pine sugar barrel heading. Rush quotations F. O. B. Philadelphia. Address HUGH O'DONNELL, Meadow and Snyder Avenues, Philadelphia, Pa.

WANTED—Half-barrel staves for fish packages. Staves should be 23" or 24" long. Also want hoops for same packages. Quote in small lots. Address JOSEPH A. NOWITZ, 10 Lee Street, Charleston, S. C.

HELP WANTED

WANTED—Foreman for slack barrel cooperage plant. Must be experienced and capable of producing quantity and quality. Address "CAPABLE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

MACHINERY WANTED

WANTED—Second-hand slack barrel heading machinery, double crate tenoner and mortiser, crate coupler, nailing machine, power and hand drill press, power hack saw. Address, R. C. Hearne, White Hall, S. C.

WANTED—A large second-hand oil barrel crozer. Give make, price and condition of machine in first letter. Address FRANK J. HESS, Madison, Wis.

SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and Tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE—Used ale cooperage, hogsheads, barrels, halves, quarters; all equipped with triangle Golden Gate valves and vents. Apply THE FRANK JONES BREWING COMPANY, Portsmouth, N. H.

PLANT FOR SALE

FOR SALE
A barrel setting plant, now at an oil mill in Southern India; practically new; of William Glader Machine Company's make. Suitable for setting up 40-gallon barrels. Particulars can be obtained from the advertiser. Arrangements can be made for inspection of plant in India, if so desired. Address reply "OIL," care of The National Coopers' Journal, Philadelphia, Pa.

FOR SALE—An up-to-date slack and tight cooperage stock plant. For full particulars write G. M. LAURIDSEN, Port Angeles, Wash.

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TRUSS HOOPS FOR SALE
We carry a stock of truss hoops on hand, always able to make prompt shipment. Also manufacture barrel heaters, and re-manufacture all kinds of barrel machinery.
Write us for prices.
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Fort Wayne, Ind.

FOR SALE—One Hundred Thousand 24" x ⅝" Regular sawn white oak mill-run staves, containing 70% to 80% spirit grade. Make your best offer on all or part, delivered your station. Address, "Oak," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—STAVE TUNNEL TRUCKS

ONE LOT of new and good second-hand steam tunnel trucks at a bargain. Address "TUNNEL TRUCKS," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

TIMBER LANDS FOR SALE

Timber Lands for Sale

FOR SALE—The timber on four thousand acres of land located in Issaquena County, Mississippi, on railroad. Will cruise about 5,000 feet per acre, consisting of about two-thirds White and Red Oak; balance Gum, Cypress, Pecan and Ash.

Address HARRY MARSHALL, South Brownsville, Pa.

FOR SALE
MAINE HARDWOOD STUMPAGE
100-200 MILLION feet of high grade standing BIRCH, MAPLE and BEECH.
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Will sell also in log or manufactured to suit customer's requirements. Address MAINE HARDWOOD, care The National Coopers' Journal, Philadelphia, Pa.

POSITION WANTED

WANTED—Position as superintendent or plant manager with tight cooperage concern. Have 25 years' experience in manufacturing staves, heading and barrels. Thoroughly understand installing boilers, engines, conveyers, etc. Practical knowledge of the cooperage business from stump to finished package. Best of references as to past achievements. Address "I. A. H." care of NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—SECOND-HAND PACKAGES

WANTED—We are always in the market for 200-pound G. I. pork barrels. Let us have your quotations. John Connolly, Inc., 613 Jackson Street, Hoboken, N. J.

WANTED—We are in the market for second-hand edible oil barrels, cottonseed, corn, cocoanut, etc., also heavy oak lards. Address "W. H. L.," P. O. Box 34, Jersey City, N. J.

COOPERAGE MACHINERY FOR SALE
Oram Dreadnaught Stave Planer, 24" circle.
Oram Double Independent Stave Wheel Jointer, 36".
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BARREL MACHINERY Page
The John S. Oram Co., Cleveland, Ohio 16-17
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. F. C.
Rochester Barrel Machine Wks., Rochester, N. Y. ..... Back Cover
Welmer Engineering Works, Philadelphia, Pa. 30

STAVE AND HEADING MACHINERY
The John S. Oram Co., Cleveland, Ohio 16-17
The Peter Gerlach Co., Cleveland, Ohio ..... I. B. C.
Rochester Barrel Machine Wks., Rochester, N. Y. ..... Back Cover
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. F. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.
J. D. Hollingshead Co., Chicago, Ill. 23

HOOP MACHINES
Rochester Barrel Machinery Wks., Rochester, N. Y. ..... Back Cover
The Hynson Company, St. Louis, Mo. ..... Front Cover

SPRAYING MACHINES
J. D. Hollingshead Co., Chicago, Ill. 23
Eureka Machine Co., 2605 Vega Ave., Cleveland, Ohio 28

BARREL HEATERS
The Hynson Company, St. Louis, Mo. ..... Front Cover
J. D. Hollingshead Co., Chicago, Ill. 23

BARREL ELEVATORS AND CONVEYORS
The John S. Oram Co., Cleveland, Ohio 16-17
J. D. Hollingshead Co., Chicago, Ill. 23

MACHINE KNIVES AND SAWS
The Peter Gerlach Co., Cleveland, Ohio ..... I. F. C.
J. D. Hollingshead Co., Chicago, Ill. 23

DOWEL PINS
Hickson-Rogers Mfg. Co., Paragould, Ark. 27
The Hynson Company, St. Louis, Mo. ..... Front Cover
J. D. Hollingshead Co., Chicago, Ill. 23
Redlich Mfg. Co., Chicago, Ill. 24

PAIL AND TUB MACHINERY
The Peter Gerlach Co., Cleveland, Ohio ..... I. F. C.
J. D. Hollingshead Co., Chicago, Ill. 23
Redlich Mfg. Co., Chicago, Ill. 24

COOPERS' TOOLS, TRUSS HOOPS, ETC.
Colwell Cooperage Co., New York, N. Y. 29
The Hynson Company, St. Louis, Mo. ..... Front Cover
J. D. Hollingshead Co., Chicago, Ill. 23
Redlich Mfg. Co., Chicago, Ill. 24

NAILS, STAPLES, TACKS, ETC.
The Hynson Company, St. Louis, Mo. ..... Front Cover
The Geo. W. Stanley Co., Belleville, Ill. 25
The Milwaukee Tack Co., Milwaukee, Wis. 25

COOPERS' FLAG
E. Henning, Inc., Chicago, Ill. 27
J. D. Hollingshead Co., Chicago, Ill. 23
C. L. Frantz, Sesser, Ill. 28
R. E. Traver, Montezuma, N. Y. 28
Colwell Cooperage Co., New York 29
Redlich Mfg. Co., Chicago, Ill. 24

TIGHT STAVE MANUFACTURERS
J. D. Hollingshead Co., Chicago, Ill. 23
Arkadelphia Milling Co., Arkadelphia, Ark. 28
Lucas E. Moore Stave Co., New Orleans & New York ..... I. F. C.
Sutherland-Innes Co., Ltd., Chatham, Ont. 25
Reinschmidt Stave Co., Quitman, Ga. 27
E. Henning, Inc., Chicago, Ill. 27
The E. A. Parker Stave Co., Benton, Ark. 15
Geo. H. Seagraves, Wilsondale, W. Va. 24
The Henry Wrape Co., St. Louis, Mo. 18
G. I. Frazier Company, Nashville, Tenn. 15

TIGHT BARREL STOCK (Manufacturers or Dealers) Page
J. C. Pennoyer Co., Chicago, Ill. 6
J. D. Hollingshead Co., Chicago, Ill. 23
Colwell Cooperage Co., New York, N. Y. 29
Lucas E. Moore Stave Co., New Orleans & New York ..... I. F. C.
Harlan-Morris Mfg. Co., Jackson, Tenn. 27
Sutherland-Innes Co., Ltd., Chatham, Ont. 25
Mt. Olive Stave Co., Batesville, Ark. 29
B. C. Sheahan Co., Chicago, Ill. 27
E. Henning, Inc., Chicago, Ill. 27
The E. A. Parker Stave Co., Benton, Ark. 15
Standard Cooperage Co., Aberdeen, Wash. 27
S. N. Nelson, Memphis, Tenn. 24
The Henry Wrape Co., St. Louis, Mo. 18

TIGHT BARREL MAKERS AND BARREL STOCK
J. D. Hollingshead Co., Chicago, Ill. 23
California Barrel Co., San Francisco, Cal. 26
Michel Cooperage Co., Sandusky, Ohio 26
A. M. Welti & Bro., Cleveland, Ohio 25
Sutherland-Innes Co., Ltd., Chatham, Ont. 25
Pekin Cooperage Co., 25 Broadway, New York, N. Y. ..... I. B. C.
Chickasaw Cooperage Co., Memphis, Tenn. ..... I. B. C.
Pensacola Cooperage Co., Pensacola, Fla. 26
Wright Barrel and Export Co., Jacksonville, Fla. 26
Hudson & Dugger Co., Inc., Memphis, Tenn. 6
J. J. O'Connor Co., Jersey City, N. J. 30
John Connolly, Inc., Hoboken, N. J. 30
Morris Walsh Sons, Pittsburgh, Pa. 7
Lucas E. Moore Stave Co., New Orleans & New York ..... I. F. C.

SLACK COOPERAGE STOCK (Manufacturers and Dealers)
National Manufacturing Co., Detroit, Mich. 2
J. C. Pennoyer Co., Chicago, Ill. 6
J. D. Hollingshead Co., Chicago, Ill. 23
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo. 15
C. M. Van Aken Cooperage Co., 141 Broadway, New York 7
Sutherland-Innes Co., Ltd., Chatham, Ont. 25
Trexler Cooperage Co., Allentown, Pa. 27
Wm. G. Pennypacker, Jr., Buffalo, N. Y. ..... Front Cover
Reinschmidt Stave Co., Quitman, Ga. 27
B. C. Sheahan Co., Chicago, Ill. 29
Struthers-Ziegler Cooperage Co., Detroit, Mich. 15
Standard Hoop Co., Bay City, Mich. 27
W. A. Tschumy & Co., Norfolk, Va. 27
The J. V. Walsh Co., Pittsburgh, Pa. 27
E. Henning, Inc., Chicago, Ill. 27
Powell Cooperage Co., Memphis, Tenn. 7
Holz Cooperage Corporation, St. Louis, Mo. 18
C. E. Murray, Decherd, Tenn. 6
L. E. Mankin, Lewisburg, W. Va. 24
Stephen Jerry & Co., Brooklyn, N. Y. 29
J. M. Feet & Bro., Lake Village, Ark. 27
The W. M. Davis Co., Memphis, Tenn. 18
The Crozed Stave Corporation, Grand Rapids, Mich. 5
Skuse's Cooperage, Rochester, N. Y. 28
Mill Shoals Cooperage Co., St. Louis, Mo. 18
The Vail-Donaldson Co., St. Louis, Mo. 5
Gideon-Anderson Co., St. Louis, Mo. 7
W. T. Smith Lumber Co., Chapman, Ala. 29
Fields—Latta Stave Co., Dyersburg, Tenn. 27
O. L. Bartlett, Mound City, Ill. 24
Independent Cooperage Co., Fort Wayne, Ind. 4
Queen City Hoop Co., Greenville, Miss. 4
The Vail Cooperage Co., Fort Wayne, Ind. 6

SLACK BARREL STOCK (Manufacturers or Dealers) Page
J. C. Pennoyer Co., Chicago, Ill. 6
E. Henning, Inc., Chicago, Ill. 27
Southern Cooperage Co., New Orleans, La. 27
J. D. Hollingshead Co., Chicago, Ill. 23
C. M. Van Aken Cooperage Co., 141 Broadway, New York 7
Wm. G. Pennypacker, Jr., Buffalo, N. Y. ..... Front Cover
Struthers-Ziegler Cooperage Co., Detroit, Mich. 15
Voll Cooperage Co., St. Louis, Mo. 6

SLACK BARREL MAKERS AND BARREL STOCK
Colwell Cooperage Co., New York, N. Y. 29
J. D. Hollingshead Co., Chicago, Ill. 23
N. & H. O'Donnell Cooperage Co., Phila. and New York 26
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Pensacola Cooperage Co., Pensacola, Fla. 26
Skuse's Cooperage, Rochester, N. Y. 28
Illinois Cooperage Mfg. Co., Chicago, Ill. 29
J. J. O'Connor Co., Inc., Jersey City, N. J. 30
John Connolly, Inc., Hoboken, N. J. 30

STEEL AND WIRE HOOPS
American Steel and Wire Co., Chicago-New York 29
Hanlon-Gregory Co., Pittsburgh, Pa. 28
J. D. Hollingshead Co., Chicago, Ill. 23
E. Henning, Inc., Chicago, Ill. 27

SECOND-HAND BARRELS
C. Heidt & Son, Jersey City, N. J. 26
Layton Cooperage Co., Portland, Ore. 26
Bruce T. Warring, Washington, D. C. 26
Hugh O'Donnell, Meadow & Snyder Aves., Phila., Pa. 30
P. H. King, Delaware & Snyder Aves., Phila., Pa. 26
Philapen Cooperage, Tasker St. Wharf, Phila., Pa. 26
George W. Stone, Jr. & Sons, 1234 7th St., Wash., D. C. 26
J. J. O'Connor Co., Jersey City, N. J. 30
John Connolly, Inc., Hoboken, N. J. 30
The Joseph Bogner Bbl. Manufactory, Buffalo, N. Y. 26
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa. 26
H. Arenson & Co., Pittsburgh, Pa. 26

STOCK BUYERS
E. Henning, Inc., Chicago, Ill. 27
J. D. Hollingshead Co., Chicago, Ill. 23
B. C. Sheahan Co., Chicago, Ill. 29
James Webster & Bro., Ltd., Liverpool, England 27
G. Sinclair & Sons, New-Castle-On-Tyne, England 27
Hugh O'Donnell, Meadow & Snyder Aves., Phila., Pa. 30
P. H. King, Delaware & Snyder Aves., Phila., Pa. 26

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E. Henning, Inc., Chicago, Ill. 27
J. D. Hollingshead Co., Chicago, Ill. 23
Lucas E. Moore Stave Co., New Orleans & New York ..... I. F. C.
Pekin Cooperage Co., 25 Broadway, New York, N. Y. ..... I B C.
Chickasaw Cooperage Co., Memphis, Tenn. ..... I. B. C.
Arkadelphia Milling Co., Arkadelphia, Ark. 28
Stephen Jerry Co., Brooklyn, N. Y. 29

DRAG SAWS, ETC.
Rochester Barrel Machine Wks., Rochester, N. Y. ..... Back Cover
J. C. Pennoyer Co., Chicago, Ill. 6
Hill-Curtis Co., Kalamazoo, Mich. ..... I. B. C.
J. D. Hollingshead Co., Chicago, Ill. 23

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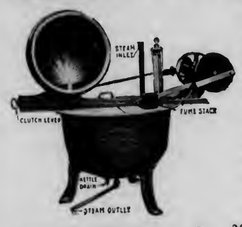

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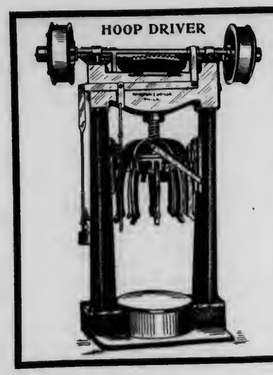

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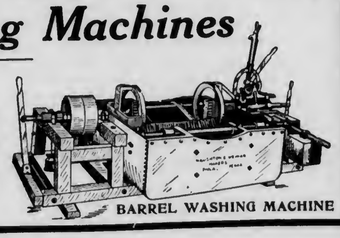

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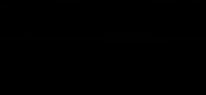

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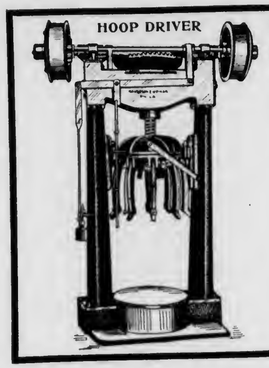
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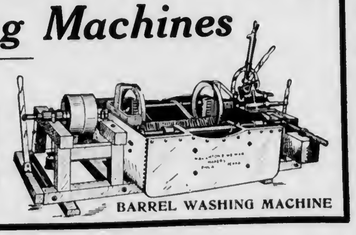
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NEW AND SECOND-HAND

Quotations Solicited on New and Second-Hand barrels of all descriptions. Also on Gum and Red and White Oak Heading.

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Prompt Shipment---Any Quantity

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Half-Barrels, Kegs **BARRELS** Tierces, Hogsheads

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PRODUCES THE BEST AS WELL AS THE CHEAPEST TIGHT OR SLACK

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100% to 400% profit in Cooperage Stock today. Be wise and purchase the best Machinery.

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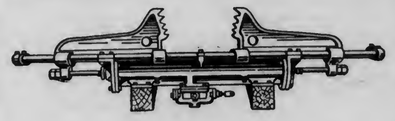

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Tight Barrels and Shooks

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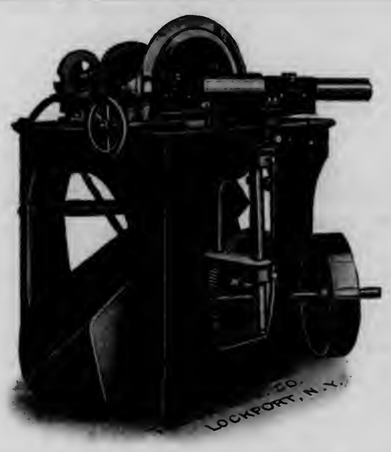

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The fastest and best built Turner—Frame cast solid—Correlated speed—Equally adapted to hard and soft woods. Built in three sizes for circling Heading for Barrels, Kegs, Pails, Tubs, Veneer Drums, Cheese Boxes and Hampers from 8-inch diameter up to 32-inch diameter.

We specialize in STAVE HEADING and HOOP MACHINERY

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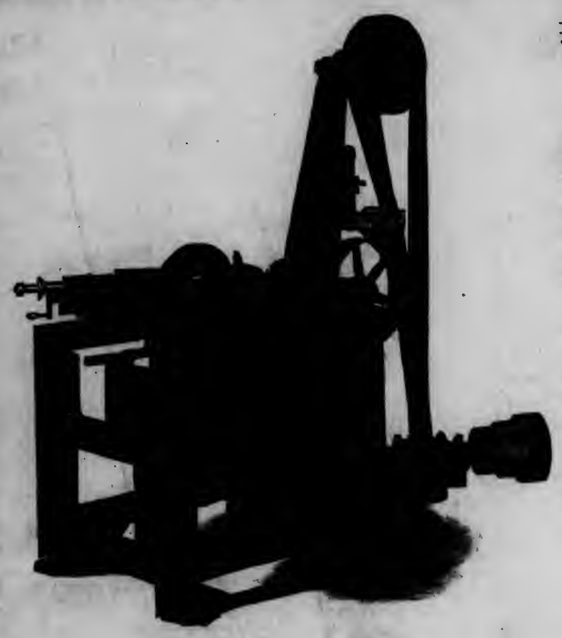

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This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

No. 4 Special Stave Cutter

A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves and also crozed and chamfered staves. Write for particulars.

We manufacture a full line of Slack Stave and Heading Machinery

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DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. 38 | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, June, 1922 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 2

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HIGHEST QUALITY

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Complete Stocks Prompt Shipments

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Order through your Jobber, but demand "QUEEN CITY HOOPS"

QUEEN CITY HOOP CO. *Main Offices at* GREENVILLE, MISS.

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Specialist in GUM HEADING AND GUM STAVES

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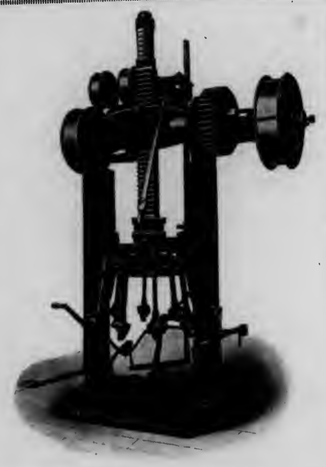
Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

Get prices and particulars from the

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Our unexcelled Barrel Heater

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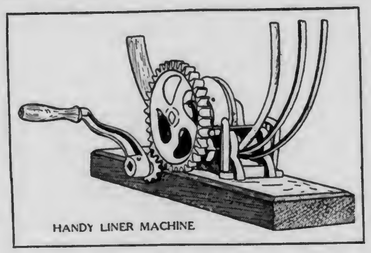
GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

TRUSS HOOPS BOTH WOOD AND IRON



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To place your orders with us means profit for you. Try it and be convinced. No time like the present.

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We are in the Market for Wine Staves and Heading, Air-Dried or Kiln-Dried and Jointed, also OIL GRADE AND CUT-OFFS.

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Lucas E. Moore Stave Co.

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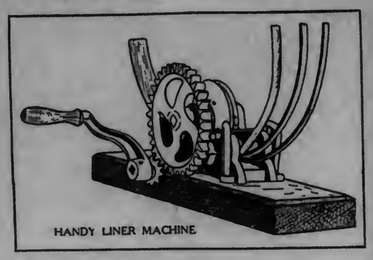

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Have Proven Economical and Efficient

For Flour, Salt, Chemical, Cracker, Produce, Hardware, Fish, Lime and Fruit Barrels

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CROZED STAVE CORPORATION

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"ORIGINATORS OF THE TRULY STANDARD APPLE BARREL"

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Good Stock for Good Barrels at a Good Price

Apple Barrel Stock

CLEAN **SMOOTH**

BRIGHT **UNIFORM**

DRY **STRONG**

Bright, clean, smooth-cut stock that will work up into sturdy, substantial, neat-looking packages. A strong barrel of good appearance is an important factor in marketing. :: :: ::

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DAILY OUTPUT
70,000 Best Coiled Elm Hoops being put on the market.
100,000 Staves A1 quality.

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High Grade Stock for both Domestic and Export Trade

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QUALITY INSURANCE

You would not think of taking any chances about carrying adequate insurance on your plant equipment - why not also insure the quality of the Slack Heading you use by ordering "Bone-Dry" stock? Our well known brand on Slack Heading gives you absolute quality protection.

"Bone Dry" - A Good Buy

HIMMELBERGER-HARRISON LUMBER CO.

SALES OFFICE: Cape Girardeau, Mo. PLANT: Morehouse, Mo.

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GREIF BROS. COOPERAGE COMPANY

STAVES
HOOPS
HEADING

SLACK

Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

BARRELS
CASKS
KEGS

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks

Cars Straight, Matched or Mixed

CLEVELAND, OHIO

WE MANUFACTURE

Slack Barrels

THREE WAYS

FINISHED,
NESTED, or
SHOOKED

Our containers are built of the highest quality stock, under a process that is exclusive with our plant, by workmen who are experts in their line.

We will make a barrel to meet your requirements. Let us consult with you on your package needs.

THREE-WAY BARREL WORKS

MOUND CITY - - - - ILLINOIS

Forty-Two Years' Experience

THE HENRY WRAPE CO.

MILLS: Paragould, Arkansas Searcy, - Arkansas

MANUFACTURERS OF

White and Red Oak, Gum and Ash, Kiln Dried and Jointed Staves and Circled Heading for Tight Barrels and Kegs

Quality **ST. LOUIS, MISSOURI** Satisfaction

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Ash, Elm, Gum, Pine
Cottonwood
Basswood

SLACK STOCK

Constant Quality stretching back over years of manufacture has made our

STAVES
HOOPS and HEADING

Cars Straight, Matched or Mixed

APPLE BARREL STOCK NOW!

"THE STOCK THAT SETS THE STANDARD"

WYLIE & WILSON
INCORPORATED
SAGINAW MICHIGAN

—TIGHT
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Staves
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Let us quote you on

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Our exchange carries a large list of new and used machines — Tight and Slack.

Staves and Bottoms for Ice Cream Tubs

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QUALITY *in manufacture*
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Mill Shoals Cooperage Company

MANUFACTURERS OF

Slack Staves, Hoops and Heading

Slack Stock Specialists

IF YOU WANT **Staves** of "Quality," from 24" to 48"
Hoops, first class in every particular
Heading that is perfectly manufactured *WRITE US*

Shipments prompt and satisfactory

ST. LOUIS, MO.

C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF

Staves, Hoops Heading

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COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy
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141 Broadway, New York

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We are ready to ship you in straight or mixed cars

STAVES HOOPS HEADING

that will meet your most exacting requirements for

APPLE BARREL STOCK

We are equipped, both in mills and yards to give you entire satisfaction in quality and service. - -

Offices and Yards
Second and Angelica Sts.
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The **Gideon-Anderson Company**

COTTONWOOD STAVES

ARE OUR SPECIALTY

But—we can supply you with all kinds of SLACK

Bright, clean, dry stock manufactured in strict accordance with the grade rules of the Associated Cooperage industries of America.

Plant and Offices:
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The W. M. Davis Stave Company

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The National Coopers' Journal

THIRTY-EIGHTH YEAR | PHILADELPHIA, JUNE, 1922 | $2.00 PER YEAR VOL. XXXVIII, No. 2.

New Orleans Reports Soft Drink Barrels are Master Pieces of Coopers' Art. World's Improvement Noted in the "Quality" Package Demand.

The successors of the old brewing companies are now large users of cooperage. They require a good many slack barrels. These are not of the highest grade, but their tight barrels must be of the best. There has always seemed to be a studied effort to make molasses barrels as rough as possible, and to keep them as dirty as possible, but the soft drink people have their syrup and extract barrels as well made and as highly polished as possible, and they scour them well and keep them clean, even when they are used only as shipping containers, and when you find a barrel on display in a soft drink establishment, where beverages are "on draught," you will see a masterpiece of the cooper's art—a well-made barrel with shiny hoops and clean, polished staves that look like quarter-sawed oak. A barrel that is well made and properly kept can be as ornamental as any other salesroom fixture.

Wooden Barrels Can Be Very Ornamental

If men and their business are to be judged by the packages they use, the world is improving. The old-time beer keg was always dirty and disreputable looking, and enough to make a man with prejudices inclined to sanitation swear off forever, while the dispensers of root beer, orangeade and similar beverages keep their barrels bright and clean enough to attract the most fastidious. The barrel used as a container for drinking water is also clean, ornamental and thirst-inspiring. All these packages go to make up the great industry as it is now diversified.

High Water Prevents Logging

High water in the Mississippi is now the first topic of interest in this section, and beside that nothing else seems to matter much. The woods are flooded, and no logging operations are possible, all the energies of the timber men being confined to the strenuous efforts necessary to keep what logs they have from floating away. At the stave mills in the southern part of the State there is, to say the least, no danger of overproduction, though the mills in other sections of the South are reported to be doing well.

Barrels Required for Best Grade of Vegetables

Through several breaks in the levee the river has flooded so many of our finest gardens that even our own markets are rather short of garden truck, and this at a time when we ought to be shipping vast quantities of vegetables to the Northern markets. In the neighboring centers, however, where there is no water menace, the conditions are at their best for gardening, and vegetable shipments are heavy. The market for crates, boxes and hampers is booming, and, for products that require the best kind of packages, barrels are also in good demand. Some gardening centers are still sending barreled green corn, carrots and new potatoes north by the trainload, but that is scant comfort to those whose business was drawn from parishes that are now under water.

Substitute Package Trades Are Out After Business

The steel barrel is now receiving a great deal of advertising, free and otherwise, but none of our coopers are willing to accept it as a serious competitor of the wooden barrel. The tin package has its use, they will admit, but the wooden barrel can hold its own as the cheaper and better package. This is probably the correct view, but for all that it must be admitted that the tin barrel people are pushing their business so efficiently that their package will gain ground until the coopers put up a little better fight against it.

Coopers Working on Other Lasts

Many shippers of vegetables believe that the hamper is, for certain vegetables, a better package than the barrel, and some of our coopers, yielding to the demand, are making hampers as a side line. There is no earthly reason why they should not do this, for if the shipper gets the habit of going to the cooper shop for his packages he will eventually take to the barrel for at least some of his products.

Cooperage Trade Should Push Half-Barrel to Offset Hamper Demand

The hamper is generally used where a package smaller than the barrel is, for some reason, desirable. The hamper, however, is flimsy, and from its flaring top it tapers straight down to a narrow bottom, so that tender vegetables pack down in it and are crushed and damaged. Where the barrel is too large the right thing to use would be the half barrel, made by sawing a full-sized barrel into two tubs, or by building two tubs in the first place. Packages of this kind would be stronger and better in every way than the hamper, and could be "nested" when being shipped empty, which would be another good point in their favor.

Sugar and Oil Refineries and Vinegar Plants Good Friends of the Wooden Barrel

The visitor to our wharves, which are piled with mountainous heaps of packages of all kinds, will be interested to notice an occasional acre of barrels. If, in passing, he will read the stencils on some of the outer rows of these he will find, prominent among the barrel users the names of the big sugar refineries, the Henderson Refinery, the Acadia Planting Co., and Cleophas Lagarde. He will also, most likely, find a few barrels from the Hiller Vinegar Co. and a good many bearing the name of the Liberty Oil Co., for all of these firms are good friends of the barrel, and good customers for the coopers.

Considerable Demand for Cottonseed Cooperage

There is considerable demand for cooperage for cottonseed oil products, and this demand is likely to continue until midsummer.

A good many kegs are being used for general purposes, and there is some demand for pickle barrels.

Second-Hand Barrel Trade Fairly Good

The second-hand barrel trade is, as it is throughout the year, fairly good, and the shops that confine themselves to this line of work are making a living, at least.

The demand for coffee barrels is steady, not being subject to any great fluctuations.

Apple Barrel Only a Temporary Visitor to New Orleans

The apple barrel business, which seems to be of such great importance in other sections, does not interest us here. The only barrels of that kind ever seen here are temporary visitors, that come here with apples, and after a very short stay, go back North filled with vegetables. There is no particular reason why the apple barrel stave, cut six to two inches, should not come into general use for vegetable barrels.

Export Trade Is Improving

Export business is said to be improving, but no sensationally large shipments have cleared from this port lately, though fair-sized lots of oak staves and heading have been noticed, consigned to Barcelona, Genoa, Liverpool and Glasgow. A few casks of white oak puncheon staves have also gone out to Santiago.

Argentine Trade Should Be Cultivated

Perhaps the most encouraging shipment noted for some time was a lot of ten thousand bundles of barrel shooks for Argentina, a country whose trade would, if properly cultivated, more than make up to us the loss of trade with bankrupt Europe.

Mexican Cooperage Trade Now in New Orleans

The cooperage trade with Mexico has not grown as rapidly as was expected, for the simple reason that the great oil producers of that country, instead of refining their petroleum are barreling its products, ship the crude oil to New Orleans to be refined and barreled, so a great part of the trade that was once expected in Mexico can now be found here, if the proper efforts are made to reach it.

COOPERAGE EXPORTS SHOW INCREASE

The Lumber Division of the Bureau of Foreign and Domestic Commerce, in the May 8th issue of its "Commerce Reports" indicates an increase in the export of cooperage products in the following terms:

The March exports of cooperage show an increase over the previous month amounting in value to $384,000 for tight and slack staves, cooperage shooks, and heading. Aside from Canada, the chief importing country was France, which received during the month 489,000 tight staves. This market appears to be showing an improvement over 1921, though cooperage exports to all countries for the past nine months are far below those of a year ago.

The information conveyed, which is of unquestionable authenticity and reliability, is a cheering bit of news to that part of the cooperage industry that is engaged in foreign trade.

SYRUP PRODUCTION INCREASING

The production of sorghum and cane syrup, according to a detailed report by the United States Department of Agriculture, is increasing annually. Out of a mass of statistics is gleaned the fact that last year's output of both syrups totalled 87,500,000 gallons. This is a huge quantity of the sweet fluid and when tight coopers realize that quite a sizeable percentage of the production is barreled, this avenue of trade assumes considerable importance. With the syrup industry expanding annually it will pay cooperage interests to press the wooden barrel's claim in this field.

NEW SYSTEM OF LOG TRANSPORTATION

A new system of transporting logs by using wooden rails and rubber wheels provided with a guide has been invented by a Swedish engineer, who has patented his invention in the United States. This system of log transportation is principally intended for regions in which the transportation of steel rails would be prohibitive. Interested parties may communicate with the Lumber Division, which will connect them with the inventor, who is now touring the United States.

BUILDING BOOM SHOULD HELP BARREL BUSINESS

A survey of thirty-six leading cities of the country made by the Industrial Bureau of the Chamber of Commerce shows a strong tide of building construction. These cities, the first three months this year, had a total construction volume of $332,893,932, double the amount the first three months last year. Only seven cities showed a decline in value of construction, and in all cases the amount was negligible.

New York tops the list with a program of $132,786,700 for the first quarter, as against $41,551,300 for the same period a year ago. Philadelphia is in fourth place with $19,002,765. The two other cities surpassing Philadelphia in volume are Chicago, with $40,819,250, and Los Angeles, with $26,519,795.

With construction programs of such magnitude laid out for the coming summer and fall, it is inevitable that cooperage interests should feel the benefit of the activity. There are numerous items in supplies and materials which are packed in barrels and the next four months should develop a good demand for containers.

LINSEED OIL DEMAND LARGE

Sales of linseed oil in and around the eastern districts have developed considerable volume. The trend of the price level is upward, and there is a decided buoyancy to the market. Quotations are being made in tank cars and cooperage, with the latter getting the bulk of the business.

CEMENT SHIPPING ACTIVE

Reports from the cement region in the central part of Pennsylvania are to the effect that practically every plant engaged in the manufacture of that commodity is running full blast. One day's shipments from the Lehigh region totaled 50,000 barrels, said to be the largest single day shipment of the last two years. Undoubtedly, the trade is experiencing a boom, which arises not only in domestic consumption, but in export as well. This activity will unquestionably be reflected in a resumption of buying of cooperage stock, as the import business is handled entirely in wood.

Louisville Reports Improvement in Tight Cooperage Trade. Slack Trade Shows a Gain in Demand.

Although the volume of business has not shown material improvement, demand for barrels and kegs of the tight variety is a little better than it has been, kegs showing an especial improvement, while the slack barrel demand is gaining just a little, and is due to perk up considerably as soon as produce demand hits in. Flour business has been slow, due to high prices of a full barrel of flour, while in the spring season consumers buy in smaller amounts than a barrel. Flour business is getting more and more around to paper and cotton, due to small kitchens, apartments, and the high price of a barrel of flour, which at $8.30 F. O. B. mill, means a big outlay to the consumer.

Strawberry Crop Is Taking Tight Barrels

Right now the strawberry crop is taking a few tight barrels and kegs, as the syrup and condiment producers are buying up berries in quantities, steaming them, sugaring them down, and shipping them sweet in barrels, rather than by express fresh. This means better keeping and lower traffic rates. Last season many berries were sugared down in brewery vats, and later barreled, but tight coopers report that there is more demand for barrels for immediate packing this year.

Big Apple Crop for Kentucky

Reports from all western Kentucky sections indicate a big apple crop, and slack barrel men are asking questions concerning the prospects for apples, and reading all information contained in press reports. Some reports indicate that frost, high winds, and heavy rains played havoc with apples in the mountains of eastern Kentucky, but there never was much stock marketed from those sections, as the mountaineer prefers to turn fruits into brandy, via an illicit coil, as freight rates are against shipping the fruits. Western Kentucky reports that weather conditions held back proper pollenization, but that prospects are for a fine crop.

Wine Shooks for Export in Demand

Oil barrel business continues quite poor, and demand for oil staves and heading is weak. Spirit or wine staves are in fair demand and advancing in prices, as such stock is very scarce and hard to locate. Staves that could be had at $85 a thousand, Louisville, are costing about $100 a thousand delivered here now. There is some export demand for shooks for wine, in 53 to 55 gallon size, but stock is so high that cooperage houses are quoting knocked down barrels at $4.15 each, delivered New York, and not getting much business at that level.

High Water Is Troubling the Mills

Production of staves and heading continues small, due in part to lack of demand for anything other than wine, and the fact that it does not pay to cut wine at even present fair prices when the oil is glutting the market. High water in the delta and Mississippi River territory not only has some barrel plants down, but is making it impossible for many mills to cut stock, even if conditions warranted running.

Labor Costs Are Registering Slight Increase

Labor is getting a little stiffer in price as a result of active building and generally better demand. Some of the lumber and woodworking plants report that better workers are demanding slight increases, and to hold semi-skilled, or first class common labor, it is becoming necessary to give a little higher wage in many instances.

The Tight Stock and Barrel Market

The tight markets this month are quoted as follows: White oak oil staves, $50a55; red oak, $45; spirit, $100; gum, $37.50; white oak heading, circled, 40c; red oak, 35c; gum, 25c; spirit, 75c per set. Barrels, white oak, oil, $2.15; red oak, $2.05; spirit, $4.50; gum, $2; white oak half barrels, $2. Kegs, 5-gallon, $1.20; 10-gallon, $1.35; 15-gallon $1.45; 20-gallon, $1.65; 25-gallon, $1.75; 28-gallon, $1.85. Mixed white and red oak kegs are quoted at ten cents each under white oak. Spirit barrels show an increase of $1 each.

Trouble in Locating Whisky Barrels

A large consumer of barrels used in packing soft drink syrups was recently in the office and stated that he was having considerable trouble in locating supplies of good, used whisky barrels, as distillers were not unbonding much whisky, and there was a strong demand for such cooperage, which he reported was costing around $3 to $4 each, or worth nearly as much as new spirit barrels. He held that his company preferred used whisky barrels, even where they had to be shaved out to get the charcoal out, as the used barrel did not have tannic acid in the staves to injure the syrup. Paraffined or silicate of soda-treated barrels he held affected the syrup and could not be steamed after use. He admitted that one cause for demand of used whisky barrels probably laid in the fact that a freshly emptied whisky barrel, if treated with live steam, would produce a gallon or two of whisky of about ninety proof content, where the buyer was willing to take a chance with Uncle Sammy catching him in such nefarious work. Generally speaking all used cooperage stock is commanding a good price.

The Slack Stock and Barrel Market

In slack cooperage lines prices are very firm as a whole, there being some slight advances in No. 1 grade and mill run staves only over last month's quotations on this market. The price range is as follows: Flour barrels, 70a75c; salt, 65a70c; sugar, 80a90c; produce or potato, 45a60c; one head produce, 40a45c; sugar sized, No. 2 stock produce, 60a65c. Slack staves, No. 2 grade, $6 to $8 a thousand; No. 1, $12 to $14; mill run, $10 to $12; 6-foot elm hoops, $15 and $17; No. 1 heading, 17½, 12a14c; No. 2, 9a10c; 19¼ size heading, No. 1, 15a17c.; No. 2, 11a13c.

Apropos of Steel Hoops

J. N. White, of the Louisville Cooperage Co., reported that prices were advancing somewhat in spirit stocks, barrels, etc., with white oak a bit stronger. Mr. White stated that he was getting a few orders every day and that keg business was better, but that oil barrel business was very slow. The company is running very well as to its two eastern Kentucky timber operations and is operating one of its Southern mills on circled gum heading. Mr. White called attention to the rapid advance in steel hoops, and stated that it looked as if they would go still higher, in view of active demand for steel products and increased coal cost to the steel mill as a result of the coal strike.

Slack Barrel Trade Has Improved

Paul Dysart, Jr., of the J. D. Hollingshead Co., reported fair demand with a slight improvement shown in produce barrels and future prospects. In discussing the recent amalgamation or merger of the Hollingshead interests into the Cooperage Securities Co., Mr. Dysart remarked: "Of course, I have known something of the plans for some time, but not the full details until just recently. I believe that the merger will result in this division becoming more active, as it will throw business to this plant, which can handle it to advantage and at a saving in freight rates, as against supplying from other plants under longer haul."

Improvement in General Business Means Improvement in Cooperage Industry

One cooperage man, in discussing the outlook, remarked that it looked better, in view of the fact that general business is coming back stronger. Bank clearings in Louisville through May 20th, showed a gain of more than $13,000,000 over the corresponding period of last year and with general business improved barrel demand is bound to be more active.

Gasoline Prices Go Up

Another increase of two cents a gallon in the price of gasoline has been posted in Kentucky, but prices paid for crude oil are the same at the wells. It is claimed that export demand is responsible for the increase. However, reports indicate that export is not aiding barrel demand in this country materially, due to the use of tank steamers in exporting and barreling on the other side.

New Barrel Plant for Refinery

Announcement has been made by the Dixie Belle Refining Co., Louisville, in course of organization for two years, of a change in its name to the Louisville Refining Co., and plans to start work on a 2,000 barrel oil refinery, on land already owned here. The company has a capital of $650,000.

Barrels to Carry Dry Colors

Experiments have been recently made in trying out a slack barrel, paper-lined, for packing dry colors made in Louisville, and used by paint manufacturers principally. These colors are so heavy and run so freely, that the manufacturers claim that only the paper-lined tight barrel will carry them without loss.

Keg Demand Is Better

G. O. Wymond, of the Chess & Wymond Co., reported a slightly better keg demand as the busy season is rapidly approaching in this end of the business. Orders for barrels were also reported as slightly more active in the past thirty days, with more shook inquiry on wine barrels for export.

Buy Stave Timber Land

It is reported from Whitesburg, Ky., that the Harmonud-Woolfe Tie Co., Chillicothe, O., has purchased 2,000 acres of timber at Jeff, Ky., on the L. & N. Railroad, in Perry County, from S. B. Combs, of that place, and will install mills for cutting lumber, staves, heading and ties.

Freight Rates Too High

High freight rates to Eastern markets, especially on shooks, are handicapping the Louisville tight producers. A committee composed of C. M. Pate, of the Chess & Wymond Co.; H. L. Starke, of the Louisville Cooperage Co., and J. S. Thompson, of the Southern Hardwood Traffic Association, Louisville division, was recently in Chicago conferring with officials of the Erie, Pennsylvania and Monon lines, in an effort to secure adjustments in rates.

Kentucky in 1919, according to a Washington Census Bureau report on crops, etc., produced $16,606,621 worth of forest products, including cooperage, lumber, tie and similar lines.

SPRUCE VS. ASH BUTTER TUBS.

A recent issue of the Dairy Record carried the following interesting article, by Sam Haugdahl, vice-president of the Fox River Butter Co., Inc., St. Peter, Minn., on spruce vs. ash tubs. Mr. Haugdahl says:

"Visiting the New York market lately we had opportunity to observe, among other things, how the spruce tubs look as compared to ash tubs. The comparison was not at all favorable to the spruce tubs. Although we dislike to become inveigled into any controversy between the manufacturers or salesmen of ash and spruce tubs, we think the creameries are entitled to know, and should know, the facts.

The spruce tubs as a rule look wet and dirty upon arrival, and with many more covers broken than in ash tubs shipments. The moisture, especially if the butter is of a leaky character, seems to go right through the spruce tubs, that is the spruce wood seems to be too soft or spongy, so it absorbs the moisture more readily and goes right through the wood, so the tubs in many shipments were wet on the outside. This evidently causes a heavy shrinkage in the weight of leaky butter.

Possibly this could be prevented by paraffining the tubs; in fact, we would not recommend using spruce tubs at all, unless they are properly paraffined. This fact, that the tubs become wet on the outside, not only makes them look unattractive by the wetness, but dust and dirt is absorbed, making them look both wet and dirty.

The covers used on most of the spruce tubs we saw were made of sawed rims and brittle wood. Sawed rims break too easily and should never be used on either spruce or ash tubs.

This is of more importance than the creameries realize, as when the shipments arrive in New York, there are often several covers broken, even so with covers made of split ash rims, but much more so if made out of sawed rims. We suppose most of the broken covers are caused by the cars not being loaded full, so the tubs roll over when the trains start or come to a sudden stop, as freight trains will do. Then if the covers break, the butter becomes dirty on top and not only that, but we found several tubs in which the butter was mutilated by other tubs having fallen into it, so if you could ever see one of these broken cover shipments, you would first of all, when buying tubs, ascertain if sawed or split rims are used around the covers. If you have sawed rim covers on hand, take hold of a cover with both hands and strike the middle of the cover over your knee and you will be surprised to see how easily the rim breaks and the cover falls to pieces.

Never use sawed rim covers, but insist on split ash rims.

Our impressions of the spruce tubs now used were so unfavorable and we heard so many unfavorable comments on them, that we can not conscientiously recommend their use.

Better covers and paraffining the tubs would remove some of the worst objections, but even then we consider them inferior to ash tubs as ash is a harder and better wood."

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Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

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Eckhardt & Lennon Co., Inc., Monroe, La.
Alexander Eaves, London, England.
Southern Cypress Mfrs. Assn., Jacksonville, Fla.

ASSOCIATION SUPPORT

The Seventh Annual Convention of The Associated Cooperage Industries of America is now a matter of history. As a convention it will be recorded a success. The general registration was large, the different group meetings were well attended and several constructive pieces of legislation were enacted. The morale of the delegates was at a surprisingly high notch and enthusiasm, tempered by earnestness and seriousness, was to be noted on every hand.

A new secretary, C. G. Hirt, has been appointed to fill the place made vacant by the resignation of V. W. Krafft. Let's support him. A trade extension representative, Andrew C. Hughes, has been engaged by the Slack Group to promote the interests of our trade package—the slack wooden barrel. Let's support him. An assessment of 20 per cent. of the annual dues has been levied to restore the Association's working capital, which has been impaired by current expenses. Let's pay it. Broadly and finally, let's support the Association.

As a general proposition, the principle of organization needs no defence. It is universally admitted that co-operative and collective effort, wisely directed and intelligently administered, is, by far, the most efficient and effective agent yet evolved for the advancement of the common good. Organization, as a principle, is sound in theory and practical in operation. The foundations of society itself are laid in organization, which manifests itself from the family up through our various civic and church bodies, to the national government itself, which is the greatest organization in the country.

The cooperage industry has its own organization, which is dedicated to the individual and collective advancement of the entire trade. Its principles are splendid, and the ideals that it stands for are inspiring and worthy. The Associated Cooperage Industries of America is a body of our own creation, and its membership has it within its power to so direct its activities as to make it a dynamic force for industrial advancement, or a puerile, futile instrument of flabby ineffectiveness—its destiny is entirely and absolutely subject to the will of its membership. Its possibilities along the avenue of trade benefit and promotion are tremendous, limited only by the vision of its constituency. Efficiently administered and directed by an intelligence that is unselfish and free from the taint of personal greed or gain, its functioning can be so ordered as to make it the most potent agency for good that ever has, or probably ever will serve the industry. Association benefits are not intangible or abstract things, but are clearly

Don't Miss The Journal's Annual July Apple Number

This special issue, which carries our annual survey of the apple crop prospects, is always of unusual interest to the apple-growing, packing and marketing trade, and because of the reliability and wide scope of its reports, it is regarded as the crop authority. The apple trade WAITS FOR and READS IT, and eevry apple barrel and stock manufacturer should be represented in it.

Rates for insertion in our July, 1922, Apple Number follow. To catch this issue, select your space, send order and advertising copy now, and we will do the rest.

Full Page.....$80.00
Half Page 40.00
Quarter Page 20.00

Direct Appeal For Direct Results

services, savings and opportunities that can be refined down to an actual value in dollars and cents. It is acknowledged that the Association is an absolute necessity to the cooperage industry in that it performs a function that no individual effort, regardless of its earnestness and sincerity, or the vigor and aggressiveness with which it is pursued, could accomplish; its voice is stronger and louder than the voice of any individual in the trade, and its accredited representatives presenting the combined opinion or demand of half a thousand manufacturers and dealers in cooperage products, will be heard and listened to with deference and respect where the voice of the individual would be lost.

Every member of the Association, sharing equally in its privileges and benefits, must also share equally in its responsibilities. The mere payment of annual dues is not by any means a full acceptance of this obligation. Funds are, of course, the life blood of the Association, but counsel and advice and active participation in its activities are its intelligence and inspiration, without which it is like a stupid giant—possessing untold power but unable to exert it effectively.

It is inevitable that in a body embracing some five hundred individuals, that there should be differences of opinion and divergences of views on many points. However, the will of the majority should, and must, prevail. The will of the majority, being predicated upon a preponderance of opinion, is not, happily, a fixed or permanent thing, but is responsive to argument and logical conclusion. This being so, it is obvious that, keeping in mind the absolute necessity and paramount importance of the preservation of the Association, the remedy for any dissatisfaction touching the conduct of its affairs lies not in the resignation and withdrawal of support by objecting members, but in the free exercise of their privilege of personal protest and action to perfect and proper adjustment.

There has been no time in the past when the cooperage industry needed its Association more than it does now, and, further, there has been no time when The Associated Cooperage Industries of America needed the individual support of its membership more than it does today, and if it is to continue to function and to yield to its members the maximum of service and benefit, it is absolutely necessary that each and every member assume his full share of responsibility, giving every support, both moral and financial, of which he is capable. The good work that the Association has done in the past, and is still doing, should commend itself to every individual in the industry. If for nothing else than for its accomplishment in successfully fighting off the transportation embargo, which, during the late war, practically paralyzed many lines of industry, and which successful fight enabled the cooperage and cooperage stock manufacturers to enjoy a season of unprecedented profit, the Association is entitled not only to a full-hearted loyalty and support right at this time, but to a continued and increased loyalty and support just so long as the cooperage industry has need of a representative trade organization, and that will be just so long as our industry looks to remain in the vanguard of progressive and worthwhile industrial and manufacturing trade life.

The foundation of The Associated Cooperage Industries of America is too deeply imbedded in the welfare of the cooperage industry as a whole, its prestige and standing among recognized trade organizations too highly and firmly established, and its power and influence with legislative and regulating bodies too strong to warrant for a moment the belief that any single member, who has lent his efforts and support to the rearing of our present Association structure, would do otherwise than bend his entire energies towards, not only keeping our trade Association intact, but seeing to it that nothing shall be left undone to insure its continued strength and effectiveness.

Therefore, we say again, let's support our Association, remembering at all times our trade slogan—"One for All—All for One"—and further remembering that "United We Stand, Divided We Fall." Collective strength today is the motive power of all business and trade life. The Associated Cooperage Industries of America represents the collective strength of the cooperage industry, and under its wide protective mantle the interests of the tight and slack branches of our trade can live and thrive if they so will to do. Having laid our hands to the Association plow, do not let us turn backwards, but taking a firmer hold, push on to finer and bigger co-operative working for the equal good of all.

BUMPER APPLE CROP WILL REQUIRE LARGE NUMBER OF BARRELS, SLACK AND TIGHT

Further frosts that will cause any considerable damage to fruit trees are becoming more and more of a remote possibility with each setting of the sun. Growers and packers of apples are daily emerging from the fear of crop failure and arriving at the conviction that Old King Boreas and Jack Frost have yielded their domain to advancing summer, and that estimates and production can now be made with a fair degree of accuracy. From every section of the country come reports of the condition of the orchards that give warrant for the belief that the coming fall will develop a bumper crop. Various estimates are made as to the damage that resulted from the freezes of late April and early May, which were very heavy in some particular sections of the apple producing area, and so light as to be negligible in others, but a summary of the findings of numerous surveys conducted in practically every part of what may be termed "the barrel country," shows that, over the whole area, the total or average loss due to cold weather will probably not exceed 15 per cent.

With competent authority, basing its prediction on present conditions in the orchards, promising an 85 per cent. yield, slack coopers and stock manufacturers have every reason to expect a brisk and broad demand for apple barrels and barrel stock, and tight coopers can look forward to the prospect of marketing a goodly volume of cider kegs and barrels.

A large crop of apples means business for both branches of our industry, and every horticultural sign readable at this time, points to 1922 as a season of tremendous production.

THE HORIZONTAL REDUCTION IN FREIGHT RATES

The order of the Interstate Commerce Commission directing a nation-wide horizontal reduction in freight tariffs, effective July 1st, will be received by the country's shippers with varied emotions. By some it will be regarded as a substantial relief from intolerably high transportation charges, and by others merely as a step in the right direction, but which falls short of accomplishing all that was hoped for.

The general impression disseminated by headlines in the daily press is that there is promised a flat 10 per cent. reduction that will affect all existing rates. This is not exactly in accordance with the facts of the case. What the Commission actually did, was to inform the railroads that it would, after July 1st, regard as unreasonable, rates which were more than certain stated percentages higher than the tariffs in effect on August 20th, 1920. It was on that date that authorized advances, in varying amounts up to 40 per cent., were put into effect by the railroads, and the coming reductions are merely a recession from that high level, which will alleviate the situation to a degree, but which will still leave the country paying rates from 12 per cent. to 26 per cent (acording to the territory) higher than those of 1920.

Shorn of its technical terms, the decision establishes the basis for new rates, as follows:

In Eastern territory, 26 per cent. above the rates existing prior to August, 1920, instead of 40 per cent. authorized at that time.

In Eastern territory 26 per cent. above the rates existing prior to August, 1920, instead of the 40 per cent. authorized at that time.

In Western territory, 21½ per cent. above the rates existing prior to August, 1920, instead of the 35 per cent. authorized at that time.

In Southern territory, 12½ per cent. above the rates existing prior to August, 1920, instead of the 25 per cent. authorized at that time.

In inter-territorial traffic, 20 per cent. above the rates existing prior to August, 1920, instead of the 33 1-3 per cent. authorized at that time.

It is to be especially noted that all reductions in commodity rates which have been effected since the 1920

advances, are applicable by the railroads to the present order, so that agriculture, lumber and other basic industries which have recently been granted concessions in tariffs, will not be further greatly benefited by the Commission's decision. While the edict, which was promulgated only after the most searching inquiry into the facts bearing on the case, can be accepted as an honest and sincere effort to render an impartial judgment in a highly complex and intricate controversy, it is doubtful whether it will stir up any undue enthusiasm or jubilation among shippers. The effect which the new schedule will exert on general business will be watched with consuming interest. However, there is scarcely any doubt that it will result in greatly increased freight traffic, both in volume and in length of haul, and that it will tend to stimulate all lines of trade in which railroad transportation is a factor.

CLAIMS SHOULD BE FILED IMMEDIATELY

There remains but four months in which to file before the Interstate Commerce Commission complaints arising out of the overcharge on freight transportation during the Government operation of the railroads by the Railroad Administration. Under the amended Transportation Act the period for filing claims based upon an overcharge above legal tariff rates, has been extended to August 31st, 1922. It is to be noted that the period for filing claims arising from any grounds other than a charge in excess of legal tariff rates has already expired, but there are, doubtless, numerous overcharge claims throughout the industry that are as yet unfiled. If these claims are of any substantial amount, or in any way worth the effort, it would be well to take steps immediately to see that they are filed with the Interstate Commerce Commission. The machinery for adjustment of claims is notoriously slow of operation, but a provision has been enacted in the amended bill which enables a claimant to enter suit for settlement if an adjustment has not been made within one year after an award by the Commission.

Procrastination is easy and usual in cases of this kind, which are regarded as an unmitigated nuisance, and there are, unquestionably, many firms and individuals who are putting off the filing of claims as an unpleasant proposition which can be taken care of "later on." However, with a definite date set, after which no further claims of any nature would be considered, and with timely warning that the period of grace is drawing to a close, there is hardly any excuse for further delay. Those members of the industry who are not conversant with the manner in which a claim should be made, can get the necessary information from the Interstate Commerce Commission or from the Traffic Bureau of their Association.

EXCELSIOR !

If anyone has the temerity to allege that the cooperage industry is lagging in the rear of flying progress, we arise "to deny the allegation—and defy the alligator." Our industry has broken into the movies! Recently, while enjoying a moment of relaxation in a picture theatre in Cleveland, gazing with but mild interest at a film play entitled "For Those We Love," we were startled to see a title flourished upon the screen, giving us the name of one of our principal characters in the play as "Joe Arnold, treasurer of the local barrel stave plant."

Thus is marked an epoch in our advancement—we are in the celluloid drama. We are inclined to regard our advent in the movies as the crowning achievement of the long and honorable career of the craft, than which there is no dizzier height of prominence that we could scale. And there y'are, Barnabas, there y'are!

COOPERAGE OUTLOOK FOR THE IMMEDIATE FUTURE IS GOOD, SAYS C. M. VAN AKEN

It has been said that the speculative element in the cooperage business has at times been equal to that of Wall Street, and the past month has been one in which that element has been standing out in a decidedly pronounced fashion.

A freeze early in the month in the Shenandoah Valley prompted some of the cooperage people to think that barrel material would be a drug on the market very soon, and the recent floods in the Mississippi Valley have had a tendency to make some people who are interested in the business feel that cooperage stock of all kinds will soon be worth its weight in gold. Such a difference of opinion naturally causes more or less of a see-saw in prices. Added to that, certain mills in the Mississippi Valley have felt compelled to move cars promptly and have been taking about what they compelled to move cars promptly and have been taking about what they could get for them because they preferred moving such cars to customers at a sacrifice rather than having the flood move the cars for them. This, however, it can be readily seen, has not added to the stability of prices during the month. The month has produced a fairly good demand for cooperage in all lines.

After the jumping around that has been taking place, stave and hoop prices are now quite firm with a slight upward tendency. Heading prices—both gum and pine—have no fluctuated at any time as much as have the staves and hoops. Heading prices are lower than they should be and there is no immediate prospect of any great price movement. All during the year the heading supply has seemed to keep a little ahead of the demand which has kept the selling price very close to the producing price.

The fruit prospects continue to be promising and the cooperage outlook for the immediate future is good.

PROSPECTS FOR AN EXCELLENT APPLE CROP ARE VERY BRIGHT, SAYS JAMES INNES

Cooperage stock is still moving slowly—not quite up to the standard for this time of year—and prices remain about stationary.

The floods in the South have had the effect of damaging considerable stock and holding up operations at the mills, and this has had a slight stiffening tendency, but as there is so little new business offering, prices have not been affected to any extent.

The apple trees are now blossoming in some sections and will soon be in bloom in the northern sections, and prospects for an excellent crop are very bright indeed, so that if nothing occurs to hurt the bloom during the fertilizing season, we can look forward to a very good apple crop, and a big demand for apple barrel material before long.

The demand for tight barrel stock continues small but steady. A great many lines have been cleaned off the market, and as the production is very light there is a scarcity in some classes of material. Prices are not sufficiently high to induce the manufacturers to increase their output, and manufacturers of both slack barrel stock and tight barrel stock are going more and more into turning their material into lumber, the prices being so much better than can be obtained for cooperage stock at the present time. We, however, look for a considerable advance in prices, just as soon as the apple crop is assured, for all kinds of slack barrel stock, but tight barrel stock will not move to any great extent for export, until financial conditions are settled. There is a great dearth of tight barrel stock in some countries of Europe, but until some proper financial arrangemnet can be made to pay for the stock, the export demand will not be very heavy.

THE WOODEN BARREL IS GAINING IN LINES THAT HAD TURNED TO SUBSTITUTES SAYS WALTER C. HARTMAN

Business is continuing in increased volume with a tendency toward advancing prices, particularly in southwestern stock, including graded as well as fruit staves.

The writer has just returned from a week's trip in the East, during which time he visited some of the principal fruit districts with the intention of estimating the amount of stock still to be purchased by the apple barrel men. Little buying can be expected in the southeast. New York State has a wonderful bloom, but a large part of the cooperage stock to be used has been purchased. The same is true in regard to Illinois and Michigan.

Any revival of the cooperage business to an activity above what we are now experiencing will only partially be due to the fruit business. However, we think the general business conditions throughout the country in the various lines of industry will really do more to permanently put barrel stock in normal demand.

A great many coopers and consumers hope that the stock manufacturers will not permit any temporary or permanent boom in business to advance prices beyond a reasonable level. The wooden slack barrel is gaining ground and again becoming popular with some users who had discarded it on account of its high cost. Exorbitant prices of cooperage stock would discourage this growing popularity or a return to normal consumption, in the opinion of many users.

A reasonable profit to the mill man above cost of timber and labor is desired by all and a steady operation of the mills now in commission at fair market prices would seem to be most advantageous for all concerned.

HENRY WRAPE STAVE CO. CUTTING STOCK

The Henry Wrape Stave Company has resumed operation of its large stave plant on the Cache river, east of Walnut Ridge, Ark. The plant has been idle for some time. The company has enough timber to keep it in continuous operation for several years.

WANTS IN COOPERAGE LINES

G. E. Ward, Ravena, N. Y., is in the market for quotations on 5,000 apple barrels.

S. Walter Stouffer, Sharpsburg, Md., is in the market for quotations on 2,000 apple barrels.

N. E. Schultz, Box 151, Cashtown, Pa. is in the market for split hickory nailed truss hoops.

E. C. Boreman, Mt. Jackson, Va., is in the market for 5,000 apple barrels. Quotations desired.

J. A. Craven, Moore's Hill, Ind., is in the market for apple barrels and desires quotations.

Philip H. DuBois, New Paltz, N. Y., is in the market for apple barrels and desires quotations.

Sauer Cooperage Co., 2810 Benson Avenue, Detroit, Mich., is in the market to buy a stave equalizer.

Samuel Miller, Hazel and Dorwart Streets, Lancaster, Pa., is in the market to buy 5, 10 and 15-gallon kegs in carload lots from manufacturers.

Lucas E. Moore Stave Co., New Orleans and New York, is in the market for wine staves and heading, air-dried or kiln-dried, and jointed. Also oil grades and cut-offs for immediate or future delivery.

Hugh O'Donnell, of Meadow and Snyder Avenue, Philadelphia, Pa., is in the market for strictly first-class second-hand lubricating oil barrels, lubricating oil half barrels and syrup half-barrels. Also drop-head 15-gallon pickle kegs. Quote prices, F. O. B. Philadelphia, Pa.

MISSOURI & NORTH ARKANSAS RAILROAD REOPENS

The first scheduled train to operate over the Missouri & North Arkansas Railroad since July 31, when the road became defunct, traveled from Leslie, Ark., to Seligman, Mo., May 17th. It was heavily loaded with passengers and freight.

The closing of this road was a severe blow to many cooperage operators, who had plants along its lines and who were dependent upon it for transportation of their stock of both raw and finished material. The resumption of operation will be a welcome relief from a situation which has forced a complete tie-up of business.

ANOTHER COMPANY TO MANUFACTURE COOPERAGE STOCK

The E. B. Hinman Manufacturing Co., E. B. Hinman, president, L. B. Jenkins, secretary, has recently been incorporated under a capitalization of $50,000. The company will engage in the manufacture of staves, hoops, heading and other wood products. A factory will be erected at Warsaw, N. C., bids for the construction of which will be opened about July 1st. It is expected to have the plant in operation in the early fall.

LUCAS E. MOORE STAVE CO. MOVES NEW YORK OFFICE

The New York offices of the Lucas E. Moore Stave Co. have been moved from 11 Broadway to their new location at 52 Vanderbilt Avenue. The many customers of this prominent concern who have made it a practice to call at the company's offices when in New York, will have no trouble in locating the new address, as Vanderbilt Avenue is a popular thoroughfare.

STAVE PLANTS ALONG WOLF RIVER WILL RESUME OPERATIONS

Stave plants along the Wolf River, which empties into the Mississippi at Memphis, Tenn., and which were shut down, due to flood waters, are preparing to resume operations. Both the Memphis Stave Company and the Tennessee Hoop Company, which are located on the banks of this stream, hope to start their plants about June 15th.

KENNETH W. JACOBS, SR., CONVALESCING

Friends and acquaintances of K. W. Jacobs, Sr., president of the K. W. Jacobs Cooperage Co., Milwaukee, Wis., will be glad to learn that he is rapidly regaining his health and vigor following a recent operation. Mr. Jacobs is fortunately placed in that he has three competent and efficient lieutenants in the conduct of the affairs of his cooperage, in the persons of his three sons, Roy, Burleigh and Kenneth, Jr., who are individually as well known and popular throughout the trade as is their father.

RAY ULREY JOINS FORCES WITH MILL SHOALS COOPERAGE COMPANY

O. T. Steudle, president of the Mill Shoals Cooperage Co., St. Louis, has authorized the statement that Ray Ulrey, of Memphis, Tenn., is now a member of the Mill Shoals organization. There are few people engaged in the slack branch of the cooperage industry who do not know Mr. Ulrey, and his addition to the expanding personnel of the Mill Shoals Co. gives that live and wide-awake concern another "ace" in its business-gathering forces. "Ray," as he is familiarly known to the trade, has every business qualification that a complete and thorough knowledge of cooperage can give. He has gone through both the manufacturing and marketing phases of the industry, from the stump to the consumer's warehouse, and he knows his subject from "a to izzard." Up until a comparatively recent date he was manager of the cooperage department of Grismore-Hyman Company, of Memphis, the approaching liquidation of which business made his acquisition by the Mill Shoals Company possible.

In lining up in his present position Ray is connecting with one of the livest and most progressive concerns in the slack stock business, and in associating himself with O. T. Steudle he is stepping beside one of the younger generation of business men who by dint of close personal application and the exercise of rare business judgment and foresight has brought his company up to a position of leadership in the trade. The JOURNAL joins with the friends of both "Ray" and "O. T." in wishing them every success in their mutual endeavor to promote the interests of Mill Shoals Cooperage Company.

V. W. KRAFFT ASSOCIATES WITH VOLL COOPERAGE CO.

At the recent convention of The Associated Cooperage Industries of America, at St. Louis, an announcement was made that held more than usual interest for the trade in general, when "Vic" Krafft, the energetic and efficient secretary of the Association, made public the fact that he had tendered to the executive committee his resignation as an Association official, together with the information that he would associate with E. P. Voll in the Voll Cooperage Company, St. Louis. In this connection he will continue to pursue his activities in the cooperage industry, after such time as he has turned over his secretarial duties to his successor in that office. While Mr. Krafft's resignation of the secretaryship of the Association, has been accepted, the acceptance was qualified with the stipulation that he should remain in office until the incoming incumbent should be thoroughly familiarized with the details of the position, with the tentative date of his leaving fixed as July 1st.

V. W. Krafft has been engaged in the cooperage trade in various capacities for about eighteen years, and by reason of the broad scope of his experience, and the wide acquaintanceship he has established, particularly in the last four and one-half years, during which time he was secretary of The Associated Cooperage Industries of America, he is unusually well equipped to achieve a success in competitive trade. The rank and file of the Association is sorry to lose the services of so capable a secretary as Mr. Krafft has proved himself to be, but they, together with the JOURNAL and "Vic's" host of friends outside the Association, are a unit in wishing him success and prosperity with the Voll Cooperage Company.

BIG AMALGAMATION OF TIGHT AND SLACK COOPERAGE INTERESTS

A new cooperage concern which will doubtless prove a factor of considerable importance in trade affairs, inasmuch as it is an amalgamation of huge tight and slack interests, was recently launched in the organization of the Cooperage Securities Company, a holding corporation capitalized with $5,000,000 in preferred stock and 50,000 shares of common stock, no par value.

The new company has been vested with the controlling interest in the following cooperage concerns: The Ozark Cooperage and Lumber Co., St. Louis, Mo., slack stock manufacturers; The Sandusky Cooperage and Lumber Co., Toledo, Ohio, slack stock and barrel manufacturers; The J. D. Hollingshead Co., Chicago, Ill., slack stock and barrel manufacturers, and The Pekin Cooperage Co. (including its subsidiaries), New York, N. Y., tight stock and barrel manufacturers.

This merger of manufacturing interests in both slack and tight branches of the cooperage trade will centralize and concentrate the control of a great number of plants and operations covering practically the whole eastern United States, and will weld into one vast system a producing and selling power that cannot fail to wield a significant influence on the industry.

The Cooperage Securities Company, being a holding and national operating corporation, the companies involved in the organization will preserve their separate identities and continue to carry on their respective business as hitherto, the holding company manifesting itself only in the dictation of business policy. The objects sought in the amalgamation are reduction in manufacturing costs, minimizing of overhead expense and the more economical administration of the collective business of the merging companies. Economies will be effected and general efficiencies promoted by instituting central departments of operations, purchases,sales, accounts, etc., and the concentrating and co-ordinating of all activities incident to the administration of the various divisions of the business. Information as to the location of the home office of the new company is not yet available. The officers of the corporation are: F. S. Charlot, St. Louis, Mo., president; H. R. Huntington, Toledo, Ohio, vice-president; L. C. Hollingshead, Chicago, Ill., secretary-treasurer.

GRISMORE-HYMAN COMPANY LIQUIDATING

A change is imminent in the regime of the Grismore-Hyman Company, of Memphis, Tenn., who have for many years been an important factor in the cooperage industry.

Messrs. Fred Grismore and Harry W. Hyman, who own and control the company, are gradually curtailing their operations and will liquidate their stocks with the view of final division of interests.

A year or so ago the Grismore-Hyman Company, with its numerous stave operations and lumber mills, was one of the largest slack stock manufacturing concerns in the South. While a division of interests is contemplated, neither Mr. Grismore nor Mr. Hyman will retire from the cooperage business, as each one contemplates carrying on other cooperage enterprises under his individual direction. Both men have hosts of friends throughout both cooperage and lumber circles, and their knowledge of, and experience in, the woodworking business is such as to guarantee their individual success.

THREE-WAY BARREL WORKS PRIMED FOR BUSINESS

A new organization, in which the entire cooperage trade will be interested, is the Three-Way Barrel Works, of Mound City, Ill., which new concern will operate a slack barrel plant with a daily output of 1,500 barrels.

O. L. Bartlett, who is widely and favorably known throughout the cooperage industry as a manufacturer of coiled elm hoops, and who has been identified with Mound City manufacturing interests for a great many years, and W. S. Henry, the well known slack barrel manufacturer, of Louisville, Ky., are associated in the Three-Way Barrel Works. As both Mr. Bartlett and Mr. Henry are thoroughly experienced in their respective lines of manufacture, there is every reason to believe that the success of their new undertaking will be quick, sure, big and permanent.

The Three-Way Barrel Works will manufacture slack barrels finished, nested and shooked, specializing in the two-size barrels most generally used. The planing mill and warehouse of the Williamson-Kuny Company's plant in Mound City has been taken over by the new concern and everything is shipshape to handle orders for "Three-Way" slack barrels, nested and shooked.

A. L. POESSEL LAUNCHES NEW COOPERAGE COMPANY

A. L. Poessel, of Chicago, who recently resigned from the secretaryship and severed his official connection with the J. D. Hollingshead Co., Chicago, has made formal announcement of the organization of a new company, which will engage in the cooperage business under the firm name of A. L. Poessel & Company, with headquarters at 208 S. LaSalle Street, Chicago.

The new company, of which Mr. Poessel will be the active head, will handle cooperage stock—both tight and slack—and hardwood lumber. An agreement has been entered into with the Paducah Cooperage Company, under the terms of which A. L. Poessel & Company will act as selling agent for the products of the Paducah concern, as well as conducting a general trading business in cooperage stock and hardwood lumber.

Mr. Poessel needs no introduction to either the manufacturing or the consuming trade in the cooperage line. His twenty-two years of activity in the industry has established an acquaintanceship which is as broad as the industry itself, and his knowledge of the business is thorough and comprehensive. He has always been known as one of the "progressives," and as an energetic, resourceful hustler. With his wide friendship throughout the consuming trade and his admitted vigor and pep to aid him in his undertaking, "A. L." has every reasonable guarantee of a successful career as the head of the new company. The JOURNAL, together with his numerous friends throughout the industry, join in wishing unbounded success to A. L. Poessel & Company.

MAYS MANUFACTURING CO. RENEWS OPERATIONS

The Mays Manufacturing Company, manufacturers and exporters of staves, have resumed operation of their plants with a full force, this being due to the resumption of operations on the Missouri & North Arkansas Railway. The principal plant of the company is located at Leslie, Arkansas, but this and the other plants located along the M. & N. A. R. R. were closed down fourteen months ago on account of market conditions and the closing of the railroad.

ALBERT E. DIAMANT

The death of Albert E. Diamant, former general superintendent of operations of the Ozark Cooperage and Lumber Company, of St. Louis, cast a pall of gloom and the shadow of a deep sorrow over his host of friends in and outside of the trade.

Mr. Diamant, who lived in Jonesboro, Ark., had been ill for some time, and for the past few months had been making a valiant but futile effort to ward off the grim reaper. Suffering from tuberculosis, he entered a St. Louis hospital, from which, after a short period of treatment, he journeyed to Arizona in the hope that the dry climate of that State would effect a betterment in his condition. After a short stay in Arizona he became convinced that his condition was hopeless, and accordingly went back to his home in Jonesboro, where he passed away on May 4th. He is survived by a wife and seven children, to whom the sympathy of the entire industry is extended in their bereavement.

The Associated Cooperage Industries of America

In Seventh Annual Convention at St. Louis, May 4th and 5th

NEWLY-ELECTED PRESIDENT "ED" HAMILTON, WYNNE, ARK.

Approximately three hundred members of The Associated Cooperage Industries of America were present at the Planters Hotel, St. Louis, when the Seventh Annual Convention of the Association was opened on May 4th. During the two days of scheduled activities the big hostelry hummed and buzzed with cooperage talk and discussion, and at the closing of the final session, "success" had been written in large letters on the records of the meeting.

Morale of Cooperage Industry Is Distinctly Improved

The work laid out in the program and the problems presented at the various sessions were attacked and handled with an enthusiasm and spirit that spoke volumes for the interest and concern that the individual members of the Association are exhibiting in the preservation and furtherance of their trade body, and for their earnest and sincere desire to promote the welfare of their industry. There was a snap and dash and vigor distinctly apparent in the execution of the convention work that was good to see, and it was evident to even the most casual observer that the morale of the industry as a whole is indisputably higher today than it was even sixty days ago.

New Two-Day Convention Approved

A change in the Association's convention practice which was carried out in this meeting and which met with the universal approbation of the members, was the reduction of the running time to two days, and the cutting down of the number of separate group meetings. The program called for one meeting of the entire slack branch, all groups, one meeting of the entire tight branch, all groups, with a joint session of both branches, and, as carried out, this arrangemnt was found to be eminently practicable and satisfactory.

There were several issues of great weight and vital importance presented for the consideration of the convention as assembled. And the prompt and vigorous manner in which they were handled was eloquent testimony that the members present, to use our modern liberal expression, "meant business."

C. G. Hirt to Succeed V. W. Krafft

At the meeting of the executive committee prior to the opening of the convention, something of a sensation was sprung in the resignation of Secretary V. W. Krafft, who has served the Association so efficiently for the past four and one-half years. Mr. Krafft presented his resignation to take effect as soon as his successor had been appointed and had become familiar with the duties of the office. Although loath to lose the services of Mr. Krafft, the Executive Committee, acceding to his wishes, accepted his resignation and appointed C. G. Hirt to fill the vacancy. Mr. Hirt has been with the Association since 1918 as head of the traffic department, and by reason of his knowledge of and experience in the administrative offices of the Association, is well qualified to handle the duties of his new office.

Miss M. T. Rogers, who has been in the employ of the Association since 1917, and who has piled up a record for high efficiency in the discharge of her various duties, was made assistant secretary, an acknowledgment on the part of the executive committee of Miss Rogers' ability and obvious talents for administrative work.

GENERAL SESSION

The general session was called to order by President E. P. Voll, of St. Louis, at 10 o'clock Friday morning. Speaking extemporaneously, President Voll devoted a few minutes to an eloquent address to the members, in which he pointed out the advantages of organization and made a strong appeal for continued support for the Association and for the aggressive personal cooperation of each individual member of it. He followed his address with the presentation of his report, which was as follows:

PRESIDENT VOLL'S ADDRESS

When a year ago you honored me by making me your President, neither you nor I realized where trade conditions would drift. I felt keenly the honor, and take this occasion to thank you for the spirit in which it was bestowed upon me, and with the assistance of the officers and executives of the Association I have used my best efforts to guide the affairs of the Association in the best manner possible, and for the best interests of the Association as a whole. It is unnecessary to relate the many difficult problems that confronted your officers and executives this past year, but I do hope and trust that you realize that each and every one of us have performed our task to the best of our ability.

Business conditions that have existed for the past twelve months were such that the members of our Association, who have been able to survive the business depression, have shown that they are keen, capable, and aggressive business men, and are worthy of being members of The Associated Cooperage Industries of America.

The Association and business have taken a decided turn for the better, and now it remains for each and every one of us to act concertedly in an effort to push this Industry up and onward, and this can best be done by well-organized and thoroughly planned co-operation by all of the members of the Association and through the officers and efforts of the Association.

In the past year, untold good has been done by the Association through its Inspection Service, because it was in the atmosphere that the consumer or purchaser should be, and was very critical, as is always the case on a declining or exceedingly low market, and through the Inspection Service, the Association accorded buyer and seller full protection. At this time, permit me to say that the Association, through its Grade Rules and its Inspection Service has stabilized our Industry so that the producer can very clearly determine from the Grade Rules what is proper to manufacture, and the purchaser can very clearly understand what he is to receive. Such was not the case previously to the establishment of the Association.

By carrying out the Trade Extension program as outlined and submitted to you, you can place your industry in its rightful position, a position that we have been pushed out of through the united and systematic trade extension program in the interests of substitute containers. We have the best container, and what we have to do is to bring together the consumer who uses this container—The Wooden Barrel—and its producer. Again I state that this can best be done by your subscribing to the Trade Extension program financially, and supporting it morally by producing good stock.

Your Association has felt keenly the effects of this trade depression the past year through the lack of proper support from many of its members, who have failed to support the Association financially, or to assist the Association in Committee work. In many instances, they have really retarded the industry by producing inferior stock which, in my estimation, is unjustifiable on the part of any producer of either material, or finished containers.

Many members have failed to respond to our calls for the payment of their just dues, with the result that we have been compelled to discontinue a goodly number of memberships. This may seem to some of you a loss to the Association, but I desire to go on record by stating that the Association, if composed of a lesser number of members, but all active, enthusiastic and full 100 per cent. members, will be more effective and prosperous.

The Association's finances are at rather a low mark at the present time, due to the number that we have expelled, the many that have resigned, and last but not least, on account of the neglect of many of our good members to pay their dues. The officers of the Association have curtailed expenses in every manner possible, but at all times endeavoring to maintain its efficiency. If you will investigate the expenses of operating any similar organization, and the dues that the members pay in these organizations, you will then realize that this Association has been operated on a most economical basis, and that in reality the dues have been too low, and rightfully should be increased, more especially if you stop to consider the services rendered in return for the amount of dues paid by members.

I believe that when you consider general conditions you will realize that this Association has held its standing and membership much better, in proportion, than any other trade association that I know of.

In my observations during the past year, I desire to recommend that you have as small committees as possible; that the members pay their dues promptly; and that they give more consideration and investigation to the actual services rendered by the Association.

RETIRING PRESIDENT EDWARD P. VOLL, ST. LOUIS

If this is done, you will find many things the Association can do for you if you will but take matters up with it.

In conclusion, I desire to thank the members who have assisted in this administration, and to say that we in the cooperage industry, can look for much better business, in fact, a return to values that will permit of our operating without a loss and possibly with a legitimate profit, because trade conditions as a whole, and in the cooperage industry in particular are showing a decided improvement.

Let us one and all pledge ourselves to the support of the Association, to participate financially and morally in the Trade Extension program, and to more particularly pledge ourselves to produce good, honest, quality material.

After reading his report Mr. Voll introduced his successor to the presidency, Ed. Hamilton, of Wynne, Ark., who has been chosen by the executive committee to serve for the ensuing term. After acknowledging the plaudits of the assemblage Mr. Hamilton delivered the following brief but interesting remarks:

President-Elect Hamilton Urges Constructive and Co-operative Association Working

I have a little message that I would like to give you at this time. I am quite sure that most of us have not only been critical of our own affairs, but of our neighbor's, and especially of Association work during the past twelve months; it was quite a natural state of mind for the average man at this time. I feel that constructive criticism, or criticism with lots of constructive work which does not lead to dissention and retard the co-operation that should exist in any Association work, is good, and I hope that when you feel inclined to become critical you will make suggestions that will lead to a solution of any difficulty to be overcome by the Association. I am quite sure that conditions are better; we have a hopeful outlook for the future of cooperage and if we work together to make a good sound market, we will come back to the period before we had high prices. It is unnecessary for me to thank you and say that I appreciate the honor of being elected president. I invite suggestions and criticisms, and especially ask for co-operation.

Mr. Voll continued in the chair, as the by-laws of the Association stipulate that the retiring president shall serve until the adjournment of the general session at which he retires.

At this point President Voll made formal announcement of the resignation of Secretary Krafft and the action taken by the Executive Committee in filling the vacancy. He presented C. G. Hirt, the present head of the Traffic Department of the Association, as the selection of the committee, at the same time explaining that the date of Mr. Krafft's actual relinquishing of the secretarial duties was somewhat indeterminate, he having consented to stay such length of time as necessity demanded, in order that the efficiency of the secretary's office would not suffer by reason of the new appointee's unfamiliarity with the administrative details. Announcement was also made of the appointment of Miss M. T. Rogers to the newly-created post of assistant secretary.

Secretary Krafft then presented his report, which follows:

SECRETARY KRAFFT'S REPORT

The past year has truly been an eventful one for the Association in view of the vicissitudes through which the

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Quality Tells
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Hope, Arkansas
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Little Rock, Arkansas

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THE KIND YOU WANT

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NATIONAL MFG. CO.
Detroit, Mich.

NEWLY-ELECTED SECRETARY C. G. HIRT, ST. LOUIS

industry passed during that period. To say that it has provided a test for all organizations of this kind is not an idle statement. We, in common with other associations, have experienced a loss in membership and have had to contend with a lack of adequate financial support. That the task of holding the Association firmly together without a serious impairment of its strength was a difficult one, is putting it mildly.

Naturally, a trade organization is the first to suffer a reaction from any adverse condition; some members do not seem to grasp the full significance of association work, its meaning, its possibilities, and its accomplishments. This is particularly true of an organization such as ours, because of the problem of applying its various services and directing its various activities in the interest of both the industry as a whole and as the different groups

In order to clearly understand the situation in which the Association finds itself at this time, it will be helpful to briefly review its development. This Association was organized six years ago through the amalgamation of the various group organizations in existence prior to that time, it having been wisely recognized that the problem of the industry as a whole, as well as the various groups, could best be met by a National Association, properly equipped and supported by the entire industry.

The wisdom of this movement was fully demonstrated immediately following the amalgamation by the protection afforded the industry during the period of the war, in which, though not generally known, our Association and its War Service Committee played a not unimportant part.

In the inauguration and development of the various services and departments following the war, the Association further justified itself. As those engaged in the industry recognized the character of our organization, the logical result was a pronounced and rapid increase in the membership, so that we reached a maximum of 553, representing approximately 90 to 95 per cent. of the total cooperage business of the country, or in other words, practically the entire industry.

During this time, our industry skimmed the dizziest heights of prosperity and plumbed the lowest depths of depression. At the time of this writing, the loss in membership since May 1, 1921, has been 112, or 20 per cent. We therefore have now reached what we all hope is the definite up-turn, with a net membership of record of 443, which fully demonstrates that the conception on which the Association was organized and the principles under which it has been and is operating are fundamentally sound and that it is prepared to "carry on."

We are, of course, mindful of the apparent indifference manifested by some members during the past year, disregarding entirely their moral and financial obligation toward the Association. On the other hand, the loss in membership, brought about through resignations, suspensions and expulsions, has truly demonstrated who can and who cannot be depended upon to give it their staunch and unwavering support. Furthermore, it will be noted that the numerical strength of the Association compares favorably with the relative loss in business experienced by our members. There have been several outstanding developments:

First: a clearer conception of the actual status of the cooperage industry coupled with a realization that it must be up and doing if it is to survive the competition of substitute containers. Trade extension work, whatever form it may take, so long as it is earnestly engaged in and intelligently directed, is the only solution.

Second: we are firmly convinced that our members as a whole, are beginning to recognize the true worth of this organization, and that the salvation of this or any other industry depends largely upon the maintenance of a national organization. The recent helpful interest of the Government in Trade Association work has forcibly directed public attention to its scope, importance, and value to an industry.

During the past six years, a relation has developed between the Association and our industry that would be a revelation to the members were they to come to a full knowledge of its extent. That relation being established, is bound to continue and grow if only fostered by co-operation. CO-OPERATION—a word often used, but unfortunately seldom translated into action. It is the keynote of Association work, and while its effectiveness is generally recognized, sight is wholly lost of its accompanying requisite, namely, SACRIFICE, not of principle, but in a spirit of tolerance and general desire to submerge personal prejudices and "pet ideas" for the good of the whole. If members will only realize that progress, whether it be in their particular branch or in the industry as a unit, can only be secured through co-operation and a willingness to at all times boost rather than criticize, they need have no fear of the future of the cooperage industry.

Remember, you have an organization which compares favorably with any similar institution, that is equipped through its various departments to function along legitimate and recognized trade association lines, and that can be made of inestimable value to each and every member if he will avail himself of these services in his everyday business. Furthermore, the degree of direct benefit that each member receives from his Association is exactly in proportion to his interest in the work, to his familiarity with its services, and the extent to which he utilizes his Association.

Immediately following the reading and acceptance of Secretary Krafft's report Treasurer E. H. Defebaugh, of Chicago, submitted an account of his stewardship, closing his report with a suggestion that the Association take steps to incorporate.

Every Cooperage Man Should Prove Loyal to His Trade Association

The financial statement rendered by Treasurer Defebaugh disclosed the fact that delinquencies in membership fees due the Association, and other items bearing on its income, had resulted in an impairment of its working capital, and made the immediate raising of additional money imperative. A recommendation, submitted by the Executive Committee, proposing an assessment of 20 per cent. af the annual dues, was read by the secretary.

The Association budget here came in for some discussion, particularly the payment of the retainer fee of

ASSISTANT SECRETARY MISS M. T. ROGERS, ST. LOUIS

the Association's attorney and the maintenance of the Association's inspections. President Voll and Secretary Krafft explained the matter of the retention of the attorney and the value of the inspection service in a satisfactory manner.

Association Is an Absolute Necessity

Speaking on the value of the Association to the cooperage trade, F. S. Charlot said:

This Association is an absolute necessity. It has put the cooperage business on a basis that it never enjoyed before. In our activities before the Interstate Commerce Commission in the protection of the freight rates this Association is an absolute vital necessity to every one of us. Our inspection service is a necessity; it is an agency that enables us to protect our interests with both buyer and seller. I do not want to see anything happen to curtail the legitimate and necessary activities of this organization. I belong to several clubs and different organizations and in the past two years they have all been compelled to make some assessments. I also want to say that every effort has been made to collect the delinquent dues, without success, and it appears that the only way will be by suit, which is a slow and uncertain way of financing the organization; we had a working capital, but because of the delinquents it has been impaired. I suggest that a 20 per cent assessment apply on annual dues: the man who now pays $62.50 will pay but 12.50 more; it will restore the Association's working capital and put it in a position of strength and is a very small sacrifice for us to make.

Association Should Have Working Surplus, Says B. E. Jacobs

As a member of the Executive Committee, said Burleigh E. Jacobs, I want to say that we are mighty fortunate to have a man like Ed. Hamilton to handle the business, and the necessity for keepping the organization going and for having money on hand, is apparent, as much as we dislike special assessments, the necessity for it exists at the present time. We should have a surplus; sometimes things come up and money is badly needed.

Income Will Not Meet Budget, Says E. P. Voll

I expect to hear from members on the recommendation of the 20 per cent. assessment, said E. P. Voll, irrespective of what your views are, the facts are that our income will not meet our budget.

E. A. Powell Suggests 20 Per Cent. Assessment

E. A. Powell moved that a special assessment of 20 per cent. of annual dues of each member be levied as an emergency measure for the purpose of restoring the working capital which has been depleted by delinquencies and resignations, and to be payable by July 1st.

Trade Association Memberships Are the Biggest Business Assets—They Should Not Lapse

The motion authorizing the proposed assessment was then acted upon, and the sentiment of the membership can be gauged from the fact that it was voted without a dissenting voice. A subsequent motion directed that a financial statement compiled from the treasurer's report be mailed to each Association member when the levy is made.

The report of the Traffic Department was then presented by C. G. Hirt as follows:

TRAFFIC REPORT

Considerable misunderstanding and uncertainty exists at present among shippers with respect to the correct application of transportation charges. This condition has been brought about through the complex methods adopted in the publication of reductions in and readjustments of freight rates, as embodied in the various tariffs of carriers.

The Traffic Department, in view of this perplexing situation, has been of valuable service to the members of our Association in its ability to furnish them with correct information in all matters pertaining to traffic. It is constantly being called upon for advice relative to freight rates, etc., and it is gratifying to note the extent to which our members are availing themselves of same.

Many matters of vital importance to our industry have engaged our attention, among which the following may be mentioned:

Western Trunk Line Docket No. 6

Involved the cancellation of Class D rating on wooden cooperage in Western Trunk Line Territory. This matter which has been brought up on numerous occasions, was redocketed and a hearing held in Chicago, on April 19, 1921. From the evidence submitted and the impression conveyed by the carriers as result of same, no adverse decision was anticipated. However, in direct conflict with assurances given us, the Standing Rate Committee of the Western Trunk Line Committee recommended the cancellation of Class D rating on barrels, casks, kegs, etc., and the substitution therefor of Fourth Class rating, with a minimum weight of 10,000 pounds on slack cooperage and 12,000 pounds on tight cooperage, subject to Rule 34. Immediately on receipt of advice of the recommendation made by the Standing Rate Committee in this case, we, together with other interested parties, handled the matter vigorously with traffic officials of member lines of the Western Trunk Line Committee, with result that at a meeting of the General Tariff Committee, held in Chicago, on February 7, 1922, the recommendation of the Standing Rate Committee was tabled. The importance of this with respect to the movement of wooden cooperage, as well as the saving in transportation cost, is no doubt fully recognized by the members engaged in this particular traffic.

Reduction in Freight Rates—I. C. C. Docket No. 12995

covers proposed reduction in freight rates on hardwood

RETIRING SECRETARY V. W. KRAFFT, ST. LOUIS

HENRY P. KRALLMAN, ST. LOUIS, MO., ELECTED VICE-PRESIDENT OF TIGHT COOPERS' GROUP

lumber and forest products from South and Southwestern territory to Illinois, C. F. A., Trunk Line, New England and Virginia cities. An intervening petition in behalf of cooperage stock was filed by us in this case. A hearing was held in Washington, D. C., beginning October 4, 1921, at which testimony was introduced by us.

The decision rendered is disappointing, and while the extent of the reductions granted by the Commission was far below the general expectation, they have in a measure, afforded some relief.

Consolidated Classification Committee Docket No. 9, Subject 162,

has reference to the classification rating on iron and steel barrels and involved proposed reduction in the classification rating and minimum weights on above mentioned commodity. A hearing on this subject was held in Chicago, Ill., January 12, 1922, and testimony submitted by Traffic Manager, Mr. C. G. Hirt. As a result of our efforts in this connection, we are advised by the Committees that the proposals were not approved and matter was cancelled from the docket.

Southwestern Freight Bureau Docket No. 100 Iron and Steel Barrels—Subject 3839

embodied a proposed reduction in rates on iron and steel barrels from St. Louis, and defined territories to Houston-Galveston, Texas Group, with view of perfecting to a certain extent, an equalization to the rates applicable on wooden barrels. This application was vigorously protested and testimony presented before the Committee. The proposals were not approved.

A number of other propositions of a similar character were handled by us before the various Traffic Committees with a view to protecting the interest of the wooden barrel.

In this connection, we might state, we have up with the Trans-Continental Freight Bureau now, the matter of publication of similar freight rates on wooden barrels, kegs, etc., as contemplated on iron and steel containers to the Pacific coast.

I. C. C. Docket—11818, $10 Penalty Charge

This particular cas has reference to the assessment of $10.00 penalty charge on shipments of lumber and forest products including cooperage stock held for reconsignment beyond the free time limit of 48 hours. A hearing was held in Chicago, Ill., June 13th, and testimony presented tending to show the discrimination affected by assessing this penalty charge against shipments of cooperage stock. The Examiner took a rather unfavorable view in this matter. However, in spite of his adverse report, as a result of the exceptions filed by us, as well as other interests, to the Examiner's report, and which were argued before the Commissioner, they rendered a decision eliminating the penalty charge of $10.00. This further demonstrates the ability of your Association in protecting the interests of its members and the value received through affiliation in an organization of this character.

I. C. C. Docket No. 13293

has reference to the matter of a reduction in the general level of freight rates. In accordance with the announcement of the Interstate Commerce Commission, a hearing was held in Washington, D. C., commencing December 14, 1921, at which the Association was duly represented. In the course of procedure in this case, we submitted a statement to the Commission outlining our position with reference to the question at issue, insofar as it affects our industry. We are awaiting with much interest the decision of the Interstate Commerce Commission in this case.

Constitution of Association Is Revised

Following the reading of the traffic report the next item of business considered was the revision of the Constitution of the Association. It was explained to the members that the old constitution under which the Association had been functioning had been "outgrown," and that its provisions did not fully meet the present needs of the body, in consequence of which a revised draft embodying a few new articles was submitted to the convention for approval. The instrument was read, article by article, and discussion invited. Two important articles were written into the new document, one providing that an initiation fee shall be charged on all new memberships (a member who withdraws from the Association and subsequently seeks readmission, to be regarded as a new member), and the other providing that the retiring vice-presidents of the various groups be made members of the Executive Committee and given a vote.

An amendment designating St. Louis as the permanent meeting place of the annual convention was defeated after a spirited debate. Following the defeat of this amendment the revised constitution was adopted as read.

Resolutions

A motion was passed directing that resolutions of condolence be drawn up and forwarded to the families of those members of the Association who had passed away during the past year: Julius Vogt, Union Cooperage Co., St. Louis, Mo.; Carl DeBussman, Brueckmann Cooperage Co., St. Louis, Mo.; A. E. Diamant, Ozark Cooperage and Lumber Co., St. Louis, Mo.

A Vote of Thanks to E. P. Voll and V. W. Krafft

The convention then proceeded to give a vote of thanks to retiring President E. P. Voll and retiring Secretary V. W. Krafft, both of whom responded with short speeches of appreciation.

There being no further business before the convention, adjournment was ordered, and the Seventh Annual Convention went down in cooperage history as an event of noteworthy achievement.

SLACK GROUP MEETING

The entire slack branch of the Association, all groups, met in joint session in the spacious ballroom of the Planters at approximately 10.30 A. M., Thursday morning, with Vice-President E. A. Powell, of Memphis, Tenn., presiding. Mr. Powell started activities by delivering the following address:

E. A. Powell Urges Hearty and Full Co-operation by All

Theo. Price says, in a late issue of *The Lookout*: "In the foretop the breezes are freshening. The sea is somewhat rougher and the ship of business is commencing to toss a little, although she is moving with greater speed; the barometer is rising, but a gale is possible even with a rising barometer, and the careful navigator will now be ready to shorten sail if it blows too hard." Mr. Price's remarks refer to business generally, of course, but they are applicable to the cooperage business.

We may as well admit that ours is a declining business, and, admitting that, we admit it to be more highly susceptible to adverse conditions and more quickly responsive to bad influences. There are less barrels being used every year. This is not true in every line, but the gains made in some lines are more than offset by losses in others. We are overproduced even in normal times, and we are, therefore, called upon to exercise a greater ingenuity to make money in our business than would be necessary in other businesses which do not suffer from the same overproduction.

Statisticians tell us that we have passed the bottom of the business cycle and that we are on the upturn, and they name as the first step upward on the ladder of prosperity increasing thrift and greater efficiency, so if we are to contribute our part towards accelerating the return to prosperity, we must not only arrange our individual businesses to function economically and well, but we must also put the affairs of our industry in proper shape and exemplify this by doing the things that are necessary in our Association work.

In associations there are always men who are too big or too busy to do the necessary work. This class finds innumerable excuses to prevent them from taking any part in doing what is necessary to do if the association is to perform, and they are the first to offer criticism and the last to offer any help towards correcting what they criticise. We are badly in need of a spirit of hearty co-operation in our industry. In this Association we have both tight and slack barrel interests, an enormous interest when you think of it, and if every man in this Association engaged himself to do what he personally could to increase the use of barrels, whether tight or slack, the results would be astounding.

At this meeting you will be asked to exercise your judgment on many problems, and the results of your action will either retard the decline in the use of barrels or make for the increased consumption of them. The Trade Extension problem, the Change of Grade rules, so that they may harmonize with the changed conditions in our business. These and other questions need your serious and careful attention.

Let us turn to the work we have to do here seriously and in all earnestness as though this were the only business we had, and in fact more nearly than we sometimes realize does the success of our business depend upon the success of this organization, and if we put our minds to it, the results from this meeting will prevent a repetition of mistakes that have been made within the past year and will perhaps increase materially the consumption of our products, or, if that be impossible, at least we may lessen the rate of decline.

Immediately following Mr. Powell's address the retiring chairman of the Slack Coopers' Group, Burleigh E. Jacobs, of Milwaukee, read his report, which was as follows:

Burleigh E. Jacobs Has the Faith and Vision that Encourages and Achieves

There has not been a great deal of activity in the Slack Cooperage Group since the Atlantic City Convention, at least, not near the amount that there was in the last half of last year.

T. A. WALSH, PITTSBURGH, PA., ELECTED CHAIRMAN SLACK COOPERS' GROUP

Last year, there were a large number of railroad rate cases which affected our group, while this year, there has only been one outstanding rate case and that relates to the reduction on cooperage stock shipped from the south and east. This reduction only amounted to a few cents, while not as great as expected, every little bit helps.

There is one matter on which I want to speak, and that is relative to the Trade Extension Work. It is admitted that our efforts in the past have not brought the results which we have anticipated. The program which is now presented, seems to have a great deal of merit, but it cannot be effective unless it has the whole hearted support of our groups. This support can only be obtained by the placing of the right man at the head of this work.

There is not much use in trying to give a brief sketch of the condition of the slack barrel business throughout the country, as conditions are so "spotted," some shops having considerable to do, and others having practically nothing. Each one of you know your own local situation and have your own problem to meet, and my advice along this line is to look the problem squarely in the face, analyze it, study it from every angle, reach a decision, and then buckle down to carry it through.

There have been a number of localities where, during the last four years, business was exceptionally good, new shops were established and in many cases, old established shops increased their capacity two and three fold. It is only natural that there will follow a goodly number of consolidations, a good many shops go out of business entirely, and many of the large shops be compelled to operate on a smaller basis.

The kind of competition which exists in a good many localities where barrels are being sold for the cost of the stock and the labor for making the barrels, without consideration for overhead expense and profit, is not helpful to the industry. Good, keen competition is always helpful, but the kind that leads to the bankruptcy court will never make money for anybody. However, all business has been going through this process more or less, and eventually, the industry will settle down to a firm basis, and when it does, there will be a healthful growth and a healthful activity develop in the whole cooperage line.

I do not believe in mincing matters, as most of you know, and I believe in facing the situation as it exists, and not try to kid ourselves into an optimistic frame of mind, if it does not actually exist. On the other hand, I am not a pessimist, and I believe in optimism, and I believe and have faith in the future of the slack barrel industry.

Mr. Jacobs' report being accepted, the next order of business was the election of a vice-president for the Slack Stave, Heading and Hoop Group, and speaking of the need of a good man, Mr. Powell said: "We cannot be too careful in the selection of a man, the man who will give the necessary time and who will work hard to successfully direct the work of this organization."

V. W. Krafft Elected Vice-President of Slack Stave, Heading and Hoop Group

F. S. Charlot, recalling the fact that Mr. Krafft had resigned his position as secretary, said: "Mr. Krafft, as vice-president, would bring to the Association a line of information and experience that will be valuable, and I beg to submit his name as vice-president for the group for this year."

The motion as made by Mr. Charlot was seconded and carried with enthusiasm. In his acknowledgment Mr. Krafft thanked the members for the honor conferred upon him and pledged his best efforts to a conscientious discharge of his duties.

F. S. Charlot to Serve on Executive Committee

Nominations for a member on the executive committee to represent the Slack Stave, Heading and Hoop Group were next in order, F. S. Charlot, of St. Louis, being nominated and elected to serve, by a unanimous vote.

ANDREW C. HUGHES, FIELD REPRESENTATIVE FOR SLACK COOPERAGE GROUP

T. A. Walsh Elected Chairman of Slack Coopers' Group

A motion was then made and carried that T. A. Walsh, of Pittsburgh, Pa., be elected to succeed Burleigh E. Jacobs as chairman of the Slack Coopers' Group. Mr. Walsh accepted with a short and gracious expression of thanks, promising a vigorous and energetic administration during his incumbency.

Trade Extension

Concluding the election of officers the matter of Trade Extension was taken up. A free and full discussion was invited, and several eloquent addresses delivered in support of the movement. This subject, by reason of its importance, was considered at great length and from various angles, and much oratory was turned loose in the debate. The members were informed that their Trade Extension Committee had been giving their work very close attention and had selected a representative in the person of A. C. Hughes, of Newton Highlands, Mass., whom they recommended to the members for employment as field worker, requesting that Mr. Hughes, who was in attendance at the convention, be accorded the privilege of addressing the session. The request was granted and Mr. Hughes, being introduced to the meeting, spoke as follows:

ANDREW C. HUGHES' ADDRESS

The need for a plan of organization which would place the greatest stress upon cooperage manufacturers to get ready to defend the industry from the inroads of competition now being waged by manufacturers of substitute containers; to provide practical and progressive measures to promote the patronage of the wooden barrel by a concrete exposition of its merits as a product that discriminating shippers will prefer and buy; to seek out discriminating food shippers and users of cooperage, who will buy, and how they may be reached most effectually, as well as to consider the fitness of a Field Representative, who will devote his whole time and energy to a campaign of publicity in the interest of the cooperage industry, was the topic under consideration at a meeting of the Trade Extension Committee, of the Associated Cooperage Industries Association, held in St. Louis, on March 28th, at which meeting I had the honor to attend by invitation of the Committee.

Having made application for this position which received favorable consideration from committeemen, who were present, together with an invitation to address this convention, I feel it incumbent upon me to inform that the ideas herein expressed, crude in form as they may be, and open for debatable criticism, are the fruits of thirty years of practical and theoretical experience in the cooperage industry, and may help to some degree of profit your Trade Extension Committee in its work to meet and prepare plans to enter the contest for public favor and patronage.

"Quality" Barrels the Biggest Trade Factor of Cooperage Industry

Competition of the real kind now confronts the industry, and the time has arrived to build fortifications against an ever increasing problem that threatens to eventually eliminate the wooden barrel from the marts of trade. In the contest for public patronage and individual preferment between the wooden barrel and the substitute package, three main considerations enter into competition under normal conditions, Quality, price, and ability to sell. In my opinion, the most important of the three is quality. The test of competition, other things being equal, is the product itself. Any improvement or new invention introduced by a competitor engaged in producing substitute containers can be met only by a barrel of quality, and the whole patronage of the industry is threatened until such a standard is made. The manufacturer who does not provide accordingly, surely courts disaster.

As a trade educational enterprise, instituted not alone for the benefit of cooperage manufacturers, but as a protection of the general public's desire for quality food containers, your Trade Extension Department should function as a strong factor in keeping the flimsy unsanitary substitute container where it belongs by repulsing the invasion with persistent aggressiveness and intelligent publicity. To allow the paper box, tin can or burlap bag to beat us in attractive and sanitary packing and shipping of food stuffs and other commodities should convince anyone that the days of the wooden barrel are numbered.

Food shows have become a national attraction. The end sought to be served is the creation of new food wants. The food producers cannot conduct the show without gaining a larger vision of the possibilities in their business of serving the community the acquisition and translation of which into methods is the surest way to permanent success. The education which the public acquires in the food problem by attending such gatherings is a revelation that invariably widens comprehension. Of the importance and immensity of the problem of homekeeping. Mere imagination never can visualize the great importance of shipping food in clean wooden barrels. The visible display, direct from the cooper shop, will most effectually contest the domination of the substitute package and place the barrel boosting campaign in the forefront of modern methods of advertising. And again, the different trade conventions of oil, chemical, pickle, dye, acids, fruit and vegetable growers and many other groups, who use or who might be induced to use cooperage rather than the steel barrel, the box, crate or basket, should be visited by capable speakers who can intelligently extol the merits of the wooden barrel as well as fearlessly expose the makeshift.

The fact that the substitute container has attained its present volume of patronage is due to its cheapness rather than by public demand, must be generally admitted. To remove discrimination from the minds of those who would, under knowledgeable conditions use barrels instead of bags and boxes, as well as to make known to the purchasing public the dangers arising from contamination by the use of such, would, to my mind, necessitate direct communication and personal contact. Every step of human progress has been built upon trade expansion, and hence it follows the wider the human contact the greater the progress. To meet and converse with your customers, to go into the packing rooms and warehouses for the purpose of correcting careless or inefficient handling of your barrels, to be in readiness at conventions of users of cooperage and public gatherings with addresses suitable for each occasion, is a work that should be done. To assert that all users of substitute containers are satisfied with their shipping problems is erroneous. Inquiries received at your general office from manufacturers who have used bags for shipment of their products have found them to be unsuitable, because of being susceptible to absorb moisture, which rendered the product unfit for use. It is here where a visit by your representative would render incalculable service.

In outlining the duties to be performed by a field representative, your Trade Extension Committee covered a wide scope of endeavor which, in all its ramifications, would embrace a work ranging from a knowledge of the grade of stock to the shipping complaints of a dissatisfied user of cooperage. Not a few of these duties will require tact, diplomacy, painstaking investigation, as well as unswerving honor, when the solution or settlement of a question that is of a confidential business character is intrusted to him by a manufacturer who is enrolled as a member of the Associated Cooperage Industries Association. To be entrusted with such a mission, would entail on your representative his most sacred confidence. To be fortified with your implicit trust until shown he is unworthy of it, should, as his work unfolds render service that is loyal, efficient and constructive.

To assume the position of field representative of your trade extension department without referring to my former connections with coopers in this country would be, to my mind, the evasion of a duty I should discharge. For many years I was the chosen head of the original coopers of America. During this time, I have negotiated and exchanged views pleasantly, and some times otherwise with members of your Association. I am not senseless enough to think that the position of field representative would be given to me because of having held that position—rather would I hope for the appointment in spite of it. In all my undertakings, my efforts were directed toward placing the barrel making industry on the plane of commercial prominence which rightfully belongs to it. The addresses and writings delivered by me in all sections of our country were in the interest and for the benefit of a trade I learned when a boy. I severed all connections with that organization of my own volition and without the remotest hope for reward for so doing from anyone. My experience of a cooperage life has been offered for a salary to your Trade Extension Committee. If chosen to perform the work under contemplation, my efforts will lie wholly and without reserve in one direction—to serve you impartially, faithfully and as efficiently as my capabilities will permit.

After Mr. Hughes' retirement, further consideration was given the matter, and it was evident from the tenor of the discussion that Mr. Hughes had "sold" himself to the members present.

Andrew C. Hughes Chosen Field Man for Slack Branch

Subsequent to a proposal that definite action be taken at this session, the meeting voted endorsement of the Trade Extension Committee's action in selecting Mr. Hughes to represent the slack branch of the industry, and his appointment to the post then became a formality.

One Hundred Per Cent. Association Members

In a few graceful, short and well-turned remarks, V. W. Krafft paid his compliments to the assembled slack group when he said: "Gentlemen, I congratulate you for two things—first, you have really accomplished something that I believe will bear fruit—but I want to congratulate you for another reason—the attendance at this convention, as we anticipated, is made up largely of those who are one hundred per cent. members of the Association; the attendance this morning is made up of one hundred per cent. members of the Slack Cooperage Group, and I want to say that the future salvation of this industry lies in having one hundred per cent. members in the Association."

One other thing on the program was the matter of Overhead Cost, prepared by the Slack Stave and Heading Group, but this, however, was deferred, so far as discussion was concerned, until some future meeting of the group can be held, as it is of interest only to manufacturers of staves. All business having been cleared away, the meeting adjourned.

STEVE LENNON, MONROE, LA., ELECTED VICE-PRESIDENT TIGHT STAVE AND HEADING GROUP

TIGHT GROUP MEETING

The entire tight branch of the industry—all groups—assembled at 2 o'clock Thursday afternoon, with E. J. Kahn, of Peoria, Ill., in the chair. Following a short address by Mr. Kahn, the business of the session was opened with the election of officers.

Henry P. Krallman, of St. Louis, was elected vice-president of the Tight Coopers' Group, and C. C. Berry, of Cleveland, was chosen as a member of the executive committee to represent the tight coopers. At this point Mr. Kahn turned over the gavel to Ed. Hamilton, of Wynne, Ark., and the meeting proceeded.

General Business Discussion Shows Trade Improvement

Mr. Hamilton called for expressions of opinion as to the present business situation, and a summary of the responses compels the conclusion that the last sixty days has developed a decided improvement in conditions in the tight industry. More numerous inquiries, larger and increasing number of orders, and a slight stiffening in prices, was the burden of the comments made.

One Field Man to Serve Both Slack and Tight Interests Is a Big Job

Following the general business symposium the question of Trade Extension was taken up. Information was sought as to the cost of the proposed movement, and after this was supplied and received by the members as agreeable, the Trade Extension Committee submitted the name of A. C. Hughes as its selection to fill the post of field representative for the tight branch of the industry. When it developed that it was proposed to carry on a joint campaign in which Mr. Hughes, for the present at least, would represent both the slack and the tight interests, considerable opposition to the program became evident. It was contended by those opposed to employing a joint representative, that problems of propagation in the tight field were radically different from those met with in the slack field, and that a single representative could not do effective work in furthering the interests of both branches.

Mr. Hughes Addresses the Tight Group

The question was argued pro and con until a proposal that Mr. Hughes be allowed to address the meeting was acted upon, and he was called into the session. Mr. Hughes delivered the same address that he gave before the slack branch, which will be found in the report of that meeting. After reading his speech, Mr. Hughes placed himself at the service of the gathering to answer any questions that might be asked of him. In answer to a query as to whether or not he was a practical cooper, Mr. Hughes stated that he had spent over twenty years as an active cooper at the bench and as foreman in various shops. After receiving a vote of thanks for his address, Mr. Hughes retired and the discussion was resumed. Several members spoke in endorsement of Mr. Hughes and advocated his immediate employment, while there was about an equal number who counseled further consideration in the selection of a representative and urged that further investigation of available

men be undertaken before any definite selection be made. The vote of the members finally decided that the Trade Extension Committee of the Tight Branch of the Association be authorized to employ Mr. Hughes as its representative. Up until the time of reporting, however, the Tight Trade Extension Committee had not exercised its authority.

"Newt" and "Steve" Cried "Here!"

At this point in the proceedings it was discovered that there were still two important official vacancies to fill, so the situation was taken care of by "railroading" two of the "old-timers" into the jobs. Over their ineffectual protests, which were laughingly cried down, N. W. Calcutt, of Dyersburg, Tenn., was elected a member of the Executive Committee, and Steve Lennon, of Eckhardt & Lennon Co., Inc., Monroe, La., was elected vice-president of the Tight Stave and Heading Group.

After the ceremony of bestowing the above honors on "Newt" and "Steve," they were both given a rousing send-off, and the Tight Group meeting adjourned.

THE BANQUET AND "THE BARREL BAND" GO BIG

Any report of the convention that did not include mention of the entertainment provided by the St. Louis members of the Association would be entirely incomplete and would fail to acknowledge an extension of warm hospitality and open-handed generosity that reflected the highest credit upon the individuals and firms that extended it. Evidently working on the theory that "all work and no play makes Jack a dull boy," the St. Louis cooperage contingency set out to insure some "play" that would act as a foil to the serious and weighty business of the convention, and their efforts were crowned with unqualified and scintillating success. As hosts they covered themselves with glory, and it was the consensus of opinion of those present at the dinner and cabaret given on Thursday night, that the whole affair was one of the most pleasurable events ever included in an Association program.

Besides furnishing a dinner that was an epicurean treat, the "St. Louis boys" put on a show that had the diners neglecting their food to get an eyeful of the performance. The "piece de resistance" of the cabaret performance was "The Barrel Band," a number that figuratively, "stopped the show." This talented band of unknown artists, clad in their wooden uniforms, marched into the dining room to the tune of "The Old Gray Mare," and assaulted the ears of the assembly with a rabo rendition of a selected program of classics of the "Old Dan Tucker" type.

Realizing that a great many of those present had never had a musical education that would permit them to appreciate "highbrow" selections regardless of the excellence of their interpretation, the "Band" left off tooting their horns for a few minutes to indulge in a vocal demonstration, as a proof of their versatility. Taking their pitch from a cough by their leader, they broke loose in an original composition in the meter of "Jog on, Jehoshaphat," and set to the tune of "Turkey in the Straw." This number was rendered with such excruciating pathos and such infinite sympathy and appeal that a goodly number of the audience were in tears at its close.

In providing an antidote for dull care for the men, the St. Louis contingent did not forget nor overlook the ladies. While the Association dinner was in progress at The Planters Hotel, "the girls" were entertained at a dinner at the Missouri Athletic Club, and the following day (Friday) were taken on a sightseeing tour and given a luncheon at the Planters.

As hosts, the St. Louis members acquitted themselves up to that standard of hospitality and generosity which dictates "the best for the guest," and they deserve all the commendation and thanks which they received.

THE BIG HIT OF THE SEVENTH ANNUAL CONVENTION

PERSONAL CLOSE-UPS

A. L. Poessel was in the middle of everything, giving personal attention to the launching of his new company, A. L. Poessel & Co. He had everybody guessing with his interest-exciting "What is it?" business cards. "A. L.'s" wide acquaintance and ability guarantees the success of his new venture.

Jas. F. Gosnell, of Skuse's Cooperage, Rochester, was with the boys, as he has been in every convention for years past. Jim doesn't make a lot of noise, but there "ain't no" keener man in the business.

Uncle "Newt" Calcutt, the "Duke of Dyersburg," came up from Tennessee to swell the registration. The boys of the tight division sure "railroaded" Uncle "Newt" into the job of executive committee member. He didn't want it, but what could he do when the vote was unanimous?

Henry Krallman, the Pooh-Bah of the Pioneer Cooperage Co., of St. Louis, made a tremendous hit, when as a member of "The Barrel Band" at the dinner, he fell down in ascending the steps to the platform on which the band performed. His barrel uniform made it a trifle hard for him to regain his feet. Henry's fall wasn't on the program, but it went big.

"Tom" Powell was there, of course. So was his golf bag. Cooperage is Tom's business, and golf as his hobby keeps the "Marquis of Memphis" at the peak of efficiency at all times.

L. J. Pott, of the Pascola Stave Company, circulated around in the lobby and in the meetings. Practically everybody knows Louis, and he was quite busy acknowledging "hellos."

Ed. Hamilton, Wynne Stave Company, Wynne, Ark., is the new president of the Association. The executive committee made a good selection. Ed. is earnest, able and efficient and has the welfare of the industry at heart. We look for a vigorous and capable administration under his regime. "More power-house to you, Ed."

A. B. Struthers, Struthers-Ziegler Cooperage Company, Detroit, marked up another entry on his convention record. A. B. is one of the stalwarts of the industry—one of the thinkers whose counsel and advice is an asset to the Association. We cannot conceive of a cooperage convention with Mr. Struthers absent—he is one of the "necessities."

E. J. Kahn, National Cooperage and Woodenware Company, Peoria, Ill., did his bit throughout the sessions to make the convention a success. Keen and capable, looking "big business" all over, "E. J." gives one the impression of Wall Street rather than Peoria.

O. T. Steudle, the "daddy" of the Mill Shoals Cooperage Co., St. Louis, one of the staunchest supporters that the Association boasts, was around and about, untiring in his efforts to make things pleasant and comfortable for the boys. O. T. is energetic, progressive and enthusiastic, and an unselfish worker for Association advancement.

"Jim" Donaldson greeted his old and new friends during the two active days. He informed us that his new organization, The Vail-Donaldson Co., was sailing along in fine shape. The reputation that Jim has built up during his many years of activity in the trade, that of being a genuinely fine, square business man, is now paying dividends. "Knowing you as we do, Jim, we're for you."

Steve Jerry came over from New York to mingle with the boys. Resplendent in a light gray checked suit and pearl gray fedora, he made quite a splash. Steve looked prosperous enough to lead us to believe that business in his neck of the woods must be pretty good. How about it, Steve?

W. M. Davis, who admits that he makes the best cottonwood staves in the world, came early and stayed through to the finish. There isn't a better liked man in the trade than Willard, and his reputation for veracity is such that when he says his Memphis mill turns out the finest stock in the universe, we are inclined to believe him. We know he has the timber and the equipment and the experience, so why shouldn't he?

Ben Colwell and George New were there looking after the interests of the Colwell Cooperage Company. It's a long way from Broadway to St. Louis, but we are willing to wager that if the convention were held in Honolulu, Ben or George, or both, would be there.

W. C. Hartman, who has led the National Manufacturing Company through 25 or more years of cooperage activity, registered on Wednesday. Walter is regarded as one of the "old-timers," and his active participation in Association work has come to be one of the things that the organization sort of depends upon. His presence at conventions is something in the way of a fine example of Association support.

J. A. Warnock—good, old, big-hearted, generous Jack—left his business in Jersey City and trekked westward to be with the bunch. When it comes to unselfish, sacrificing work to further Association interests and advance the welfare of the industry there is no single man in the whole organization that will do more. Jack is popular, and deservedly so, with everybody that knows him in the least degree intimately.

N. F. McGowin came up from Chapman, Ala., to represent The W. T. Smith Lumber Co. "Mac" is of the younger generation of business men, and is admirably fitted both in education and temperament to carry on to a brilliant success in his business career.

Tom Walsh, of Pittsburgh, was somewhat surprised when the boys rushed him into the vice-presidency of the Slack Coopers' Group. When he recovered, he accepted the situation gracefully and promised a snappy regime.

G. A. Ziegler, who shares half the burdens of the Struthers-Ziegler Cooperage Co., and who, like Mr. Struthers, is an ardent organization supporter, was among the early registrations. Mr. Ziegler is one of the sound, sensible, "solid" men of the industry, and his counsel and advice might well be heeded when he advances it.

W. S. Peel, of J. M. Peel & Brother, Lake Village, Ark., strolled about through the lobby, mingling with the other attendants at the gathering. W. S. met hosts of old friends and made many new ones during his stay.

Burleigh, Ken and Roy Jacobs, "the triumvirate" of K. W. Jacobs Cooperage Co., Milwaukee, made their respective presences felt by their cheery manners and warm greetings. They are a bunch of live wires.

E. L. Young, who has made Aberdeen, Miss., famous as a heading center, looked 'em over in his quiet manner and discussed heading and general business with the other fellows. In our humble opinion, the heading contingent is missing a good bet when "E. L." is not snared into working on some of their various committees.

R. P. Gerlach, jolly and cheery as ever, dispensed his fund of good stories and incidentally kept a keen eye peeled for business. Since "Peter Gerlach" cooperage machinery has been a standard for over fifty years, "R. P." hadn't much missionary work to do.

The Pennoyer delegation consisted of George J. Nervig, Jay G. Briley, A. E. Bottsford and W. H. Mead, of Chicago, C. H. Wright, of Memphis, and H. E. Van Sickle, of New York. From the above lineup it can be gathered that J. C. Pennoyer Co. received adequate representation in all sessions.

A. J. Toland, the skipper of N. & H. O'Donnell Cooperage Co., Philadelphia, Pa., was on hand. "Andy" shopped around in the lobby and acknowledged the salutations of his many friends.

S. N. Nelson, of Memphis, hobnobbed with the boys—and sold them staves. The "S" in his name evidently stands for "square," judging by his reputation throughout the trade. It would be a difficult matter to find a more generally liked or more highly regarded man in the business than S. N. Nelson.

C. R. Duggan, of the New Hampshire Stave and Heading Co., was another of the New Yorkers who made the long journey to the convention. His outlook on current business, as given to us, was very encouraging.

The "Pekin Parade" had in its ranks H. G. Herget, New York; W. R. Foley, New Orleans; W. T. Herget and H. G. Jones, Pekin, Ill; J. E. Murphy, Peoria, Ill., and G. F. Kober, Ambridge, Pa. With the above hand on the job it goes without saying that the Pekin Cooperage Co. didn't miss a thing that happened. It also reveals gratifying support of the Association.

J. E. Hohan came down from Cincinnati to have a "look see." "J. E.'s firm, P. Hohan, has been selling cooperage in and around the Ohio metropolis for more than fifty years, and John grew up in the business. He's a regular at all meetings and a boosting believer in organization.

R. S. Clark, who assists Guy Frazier in keeping Nashville on the cooperage map, thought best to allow the office to look after itself for a few days while he shook hands with the rest of us in St. Louis.

J. J. Andre, as usual, was present, and didn't miss a bet. Joe attends them all, and seems to thrive on it. There is one thing that can be counted on, and that is, that E. E. Henning, Inc., is not neglected when Joe Andre is on the job.

P. T. Bolz, of the Bolz Cooperage Corporation, St. Louis, Mo., was there, too. You can't imagine a cooperage convention without "P. T.," can you? Well, neither can we.

L. C. Hollingshead was active around the hotel till the convention closed. Carrol is a good Association booster.

Ray Ulrey, who until a short time ago was with Grismore-Hyman Co., Memphis, but who is now associated with the Mill Shoals Cooperage Co., of St. Louis, was about the lobby "mitting" the boys and saying "howdy." Ray is quite popular with the trade and should sell a lot of cooperage stock in his new connection.

We noticed George F. Blei hustling about the lobby looking as busy as the proverbial bee. George looked cheerful enough to make us think that he must have turned a couple of profitable deals.

Henry Wrape, forty years in the business and still going strong, was on hand and as active as some of the "youngsters." Mr. Wrape exhibited an interest in the work of the convention that might well be an example for some of the members who are inclined to "let George do it."

Charley Hirt, the new secretary, accepted his appointment with becoming modesty and he carried around the serious mien and earnest air of a chap who meant to make good. There is no doubt whatever but that he will acquit himself with credit and honor in his new position.

We glimpsed T. M. Gregory, of the Hanlon-Gregory Galvanizing Co., "percolatin'" through the lobby. With the pick up in general business, "T. M." no doubt picked up a few orders from the boys.

Retiring President Ed. Voll—retiring only in the sense that he relinquished the presidency—handled his multitudinous duties with characteristic vigor and dispatch. During his incumbency Ed. was a "wheelhorse" for Association work and he richly deserved the vote of thanks and appreciation that the convention extended to him. Here's to "Ed," and many of 'em.

F. C. Gifford, of the Acme Steel Goods Co., Chicago, spread the doctrine of "Acme" hoops and bale ties all through the lobby. A short talk with Mr. Gifford left us with a high opinion of his ability as a steel goods doctoinaire.

H. S. Lockwood, the genial New York representative of the hoop and bale tie division of the American Steel and Wire Co., was on hand. "H. S." manages to make all the cooperage conventions, and his cheery manner and ready smile always add something to the pleasure of these meetings.

J. L. Reinschmidt made the trip from Quitman, Ga., in conformity to a convention-attending practice which he established years ago. Mr. Reinschmidt is another one of those "regulars" that you look for at every convention—one of the number that are the bone and sinew of the organization.

W. P. Anderson, president of the Gideon-Anderson Co., was a good "mixer" throughout the whole session, and he was ably seconded in his "mixin'" by J. G. Anderson, C. F. Buchele and J. A. Demeke. Among the four of them they managed to spread "Gideon-Anderson" over a considerable area.

George Talamo and Roswell Allen saw to it that the E. & B. Holmes Machinery Co. was given proper consideration when machinery was under discussion. If there was anything that slipped by "George" and "Roswell" it must have been kept a dark secret, because both were certainly wideawake and continuously on the job.

Steve Lennon and L. H. Martin carried the burden of representing Eckhart & Lennon Co. The boys sort of put it across on Steve by jamming him into the vice-presidency of the Tight Stave and Heading Group in the same way that they "railroaded" Newt Calcutt onto the executive committee. Steve tried to "duck," but he was just shoved into the office.

Chas. Zimmerman, of the Ohio Barrel and Bag Co., Dayton, Ohio, was attending his first cooperage convention. He circulated around, getting acquainted and absorbing Association atmosphere.

T. J. Walbert came in from Batesville to hear and see what was going on, and to engage in debate if the occasion arose. Tom is distinctly a constructionist and a progressive, and it is inspiring to hear him expound his views. The outlook for business, as he sees it through the Mt. Olive Stave Co., of which he is president, is quite reassuring.

H. O. Kolbe, of the Beebe Stave Co., of Little Rock, Ark., came in to talk it over with the other boys. Harry says he is cutting some mighty fine staves in his plant, and as, after the convention, we ran over to see if he was telling the truth, we are in a position to say he is absolutely correct.

J. R. Raible and H. C. Coyle were about for the two days, seeing that Grief Bros. Cooperage Co., Cleveland, Ohio, was given proper representation. Wonder if John's mind slipped back to the old days when he used to play sergeant-at-arms and lock the doors of the convention room to keep the boys inside.

George E. Wilson, of Wylie & Wilson, Inc., left Saginaw, Mich., to its own resources for a few days and slipped into St. Louis to be among us. George is a "whip" and a fine organization man. He's a consistent barrel booster and a progressive who will back his ideas with money.

G. I. Frazier, who is largely responsible for the wide advertising of Nashville, Tenn., also put his name on the register. The boys haven't fastened an Association office on Guy in quite some time, although years back he was one of the most active workers of the old organization.

C. C. Berry, correct as usual in dress and deportment and as aggressive as ever in debate and discussion, was among the early comers. Charley was elected a member of the executive committee to represent the tight and slack coopers' group, and we are confident that his clear thinking and open expression will be a big factor in the deliberations of that body.

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The **W. T. SMITH LUMBER CO.**
Manufacturers of
PINE HEADING and OAK STAVES
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Cooperage Stock & Barrel Shooks
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MANUFACTURING
COOPERAGE
Please note our removal to larger quarters, giving us increased facilities for production at new address
Office: 272 Huron Street
Factory: Provost Street, from Huron to India Street
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"ESTABLISHED 1876"
Forty-six years' experience as successful distributors of "Everything the Cooper needs" is no little factor in today's business. :: :: :: ::
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TOOLS BARRELS
COLWELL COOPERAGE COMPANY
120 Broadway-New York, N.Y.

AMERICAN **WIRE HOOPS**
TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS
ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.
Made to measure ready for use. Strong, economical, easily applied. Made of specially adapted steel in plain, bright or other finishes.
SEND FOR FREE SAMPLES AND CATALOGUE
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CLEVELAND SPRAYING MACHINES

For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.
A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. *Capacity* as fast as the men can handle the cooperage.
We also build Superheaters and Branding Machines.
Eureka Machine Co. 2605 VEGA AVENUE **Cleveland, O.**

THE
Vail Cooperage Co.
Since 1888
Manufacturers of
QUALITY STOCK
OUR NORTHERN ELM HOOPS
"BEST BY TEST"
FORT WAYNE :: IND.
STAVES
HOOPS
HEADING
VENEERS

ALABAMA PINE HEADING
Any size up to 24 inches. Any thickness up to ¾ inch.
Square or Bevel Edge.
GUM, COTTONWOOD, PINE STAVES
AND COILED ELM HOOPS
Are our specialties. Made by men who know how and we make them right. Orders and inquiries solicited.
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IN ADDITION TO OUR REGULAR LINE OF
SLACK BARRELS
We also Manufacture
Fir Kegs and Barrels
For packing sausage, mincemeat, pickled pigs' feet, olives, fish, powdered milk, candy creams, and other commodities demanding a semi-tight container free from all odor. Also—**Butter Tubs, Lard Halves;**
Kiln-Dried Gum, Basswood and Hardwood
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Manufacturer of and Dealer in
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ORDERS solicited for straight or mixed cars. Local coopers supplied. Write us whether you want to buy or sell as we know we can deal to your satisfaction.
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Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

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LONG FLAG
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QUALITY THE BEST AND PRICES RIGHT
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Successor to C. L. FRANTZ

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any size, shape or finish.

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THE FINEST GRADES GROWN
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Try Our Palm Oil 1⅛" x 44" Bucked Red Oak and 1½" x 44"--34" and 26" White Oak Staves

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KEGS and BARRELS
Any Size — Any Kind
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BARREL FACTORY
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from 9" to 23" in diameter of the best quality
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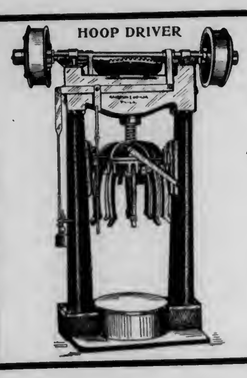
MARION R. WELLFORD
Lavalle 341 Buenos Aires
Agents
FAJARDO & VIGNOLES
Mendoza, Argentine
Tight Barrels and Shooks
Domestic and Export



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In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

Let us know your requirements

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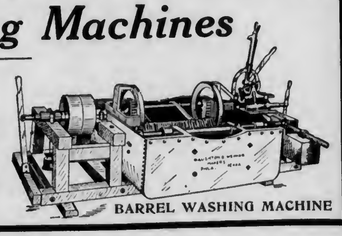
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Kegs
Half-Barrels
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All Sizes
All Styles
All Woods
All Purposes

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Expert Workmen
Prompt Shipment
Helpful Service

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Quotations Solicited on 5, 10 and 15 gallon new kegs. Also in the market for second-hand oak and softwood half-barrels and second-hand 15 gallon hardwood kegs.
Quote prices F. O. B. Philadelphia.

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Prompt Shipment---Any Quantity

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Half-Barrels, Kegs **BARRELS** Tierces, Hogsheads

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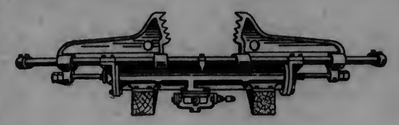
613-623 Jackson Street **JOHN CONNOLLY, INC.** HOBOKEN NEW JERSEY

Genuine Hill Style "E" Steam Dog



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are standard equipment in every modern American cutting-up plant.

HILL-CURTIS CO.
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PRODUCES THE BEST AS WELL AS THE CHEAPEST TIGHT OR SLACK

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100% to 400% profit in Cooperage Stock today. Be wise and purchase the best Machinery.

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Dixie Portable Gasoline Drag Saw

Price with one saw blade, dry battery ignition and Zenith carburetor	$200.00
Price with one saw blade, Bosch magneto ignition and Zenith carburetor	225.00
Price extra 5, 5½ or 6-foot saws, each	11.00
Price extra 6½ or 7-foot saws, each	13.00

THE PETER GERLACH CO.
ESTABLISHED 1854
CLEVELAND - - OHIO

The highest point in machine efficiency is the

"Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

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The fastest and best built Turner—Frame cast solid—Correlated speed—Equally adapted to hard and soft woods. Built in three sizes for circling Heading for Barrels, Kegs, Pails, Tubs, Veneer Drums, Cheese Boxes and Hampers from 8-inch diameter up to 32-inch diameter.

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TREVOR MFG. CO. LOCKPORT, N. Y.

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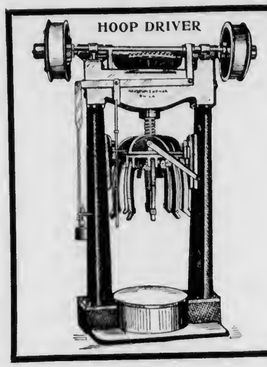
HOOP DRIVER



WEIMAR ENGINEERING WORKS

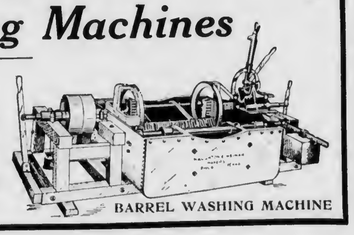
BUILDERS OF..... Hoop Driving, Barrel Washing and Bung Hole Boring Machines

Special Machines Built to Order

In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

Let us know your requirements

WESTMORELAND and JASPER STREETS
PHILADELPHIA, PA.



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Kegs
Half-Barrels

All Sizes
All Styles
All Woods
All Purposes

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NEW AND USED

"QUALITY" "QUANTITY"

Casks
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Modern Plant
Expert Workmen
Prompt Shipment
Helpful Service

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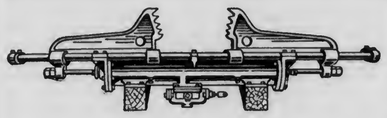

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Our STEAM DOGS and DRAG SAWS

are standard equipment in every modern American cutting-up plant.

HILL-CURTIS CO.
SAW MILL AND WOOD CUTTING MACHINERY OF EVERY TYPE AND SIZE
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GERLACH MACHINERY

PRODUCES THE BEST AS WELL AS THE CHEAPEST TIGHT OR SLACK

STAVES, HEADING, KEGS, BARRELS AND SHORT BOX SHOOKS

100% to 400% profit in Cooperage Stock today. Be wise and purchase the best Machinery.

Circular, Drag and Cylinder Saws Repaired

Dixie Portable Gasoline Drag Saw

Price with one saw blade, dry battery ignition and Zenith carburetor $200.00
Price with one saw blade, Bosch magneto ignition and Zenith carburetor 225.00
Price extra 5, 5½ or 6-foot saws, each..... 11.00
Price extra 6½ or 7-foot saws, each.. ..... 12.00

THE PETER GERLACH CO.
ESTABLISHED 1854
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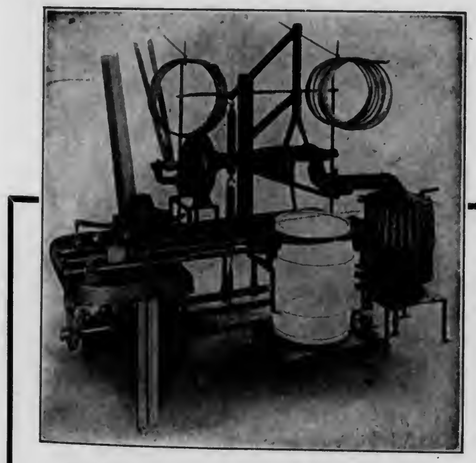

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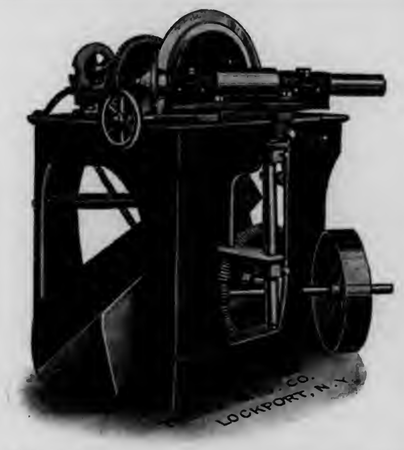

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The fastest and best built Turner—Frame cast solid—Correlated speed—Equally adapted to hard and soft woods. Built in three sizes for circling Heading for Barrels, Kegs, Pails, Tubs, Veneer Drums, Cheese Boxes and Hampers from 8-inch diameter up to 32-inch diameter.

We specialize in STAVE HEADING and HOOP MACHINERY

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No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

No. 4 Special Stave Cutter

A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves and also crozed and chamfered staves. Write for particulars.

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Successor to JOHN GREENWOOD

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THE NATIONAL Coopers' Journal

DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. 38 | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, July, 1922 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 3

Announcing

THE Association of V. W. Krafft, formerly Secretary and Manager of The Associated Cooperage Industries of America, with E. P. Voll, in the ownership and Management of the Voll Cooperage Company, Federal Reserve Bank Building, St. Louis, Mo.

Manufacturers and Distributers of Cooperage Stock

GERLACH MACHINERY

PRODUCES THE BEST AS WELL AS THE CHEAPEST TIGHT OR SLACK

STAVES, HEADING, KEGS, BARRELS AND SHORT BOX SHOOKS

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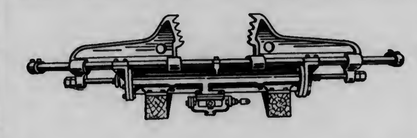
ESTABLISHED 1864

CLEVELAND - - OHIO

Genuine Hill Style "E" Steam Dog



Everything required for Cross Cutting and Dogging.

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are standard equipment in every modern American cutting-up plant.

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SAW MILL AND WOOD CUTTING MACHINERY OF EVERY TYPE AND SIZE
KALAMAZOO MICHIGAN

CROZED STAVES

ARE

Cut, Crozed, Chamfered and Equalized

in one single operation, Saving Timber and Labor
All Responsible Mills are invited to use our Process
Installation Cost is Low
Larger Profits for the Manufacturer
Let us Explain our Proposition

CROZED STAVE CORPORATION

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"ORIGINATORS OF THE TRULY STANDARD APPLE BARREL"

TREVOR Patent Automatic Heading Turner

The fastest and best built Turner—Frame cast solid—Correlated speed—Equally adapted to hard and soft woods. Built in three sizes for circling Heading for Barrels, Kegs, Pails, Tubs, Veneer Drums, Cheese Boxes and Hampers from 8-inch diameter up to 32-inch diameter.

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CASKS
KEGS

Enormous Factory Capacity
Huge Timber Holdings
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Cars Straight, Matched or Mixed

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"ESTABLISHED 1876"

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CALWELL COOPERAGE COMPANY
120 Broadway-New York, N.Y.

AMERICAN **WIRE HOOPS**

TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS

ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.

SEND FOR FREE SAMPLES AND CATALOGUE

American Steel & Wire Company
CHICAGO—NEW YORK

New Hampshire Stave & Heading Mill

MANUFACTURERS OF

SLACK HARDWOOD COOPERAGE

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Stands for

1922 Methods in the

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FOR EVERY REQUIREMENT
In the two sizes mostly used

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ALL-WATER ROUTE FOR EXPORTS.

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Use the "Acorn" Grade

The E. A. Parker Stave Co.

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We Manufacture **Tight Barrel Staves**

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THE KIND YOU WANT

FIVE ARKANSAS MILLS—BENTON, CARTHAGE, FULTON, LAWSON AND HASKELLS

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and

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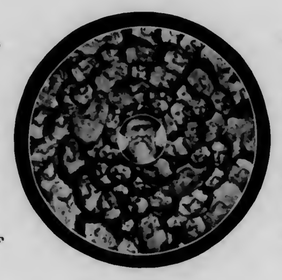
Hope, Arkansas
Memphis, Tenn.



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Pine Bluff, Arkansas
Little Rock, Arkansas

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Our business policy demands, among other things—

QUALITY *in manufacture*
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G. I. FRAZIER COMPANY
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Eastern Sales Office:
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WINE STAVES

AND

HEADING

We are in the Market for Wine Staves and Heading, Air-Dried or Kiln-Dried and Jointed, also OIL GRADE AND CUT-OFFS.

FOR IMMEDIATE AND FUTURE DELIVERY

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Good Stock for Good Barrels at a Good Price

Apple Barrel Stock

CLEAN
BRIGHT
DRY
SMOOTH
UNIFORM
STRONG

Bright, clean, smooth-cut stock that will work up into sturdy, substantial, neat-looking packages. A strong barrel of good appearance is an important factor in marketing. :: :: ::

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70,000 Best Coiled Elm Hoops being put on the market.
100,000 Staves A1 quality.

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Alcohol, Wine, Oil, Syrup, Fish, Olives and all kinds of Casks or Barrels for Liquids

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The National Coopers' Journal

THIRTY-EIGHTH YEAR | PHILADELPHIA, JULY, 1922 | $2.00 PER YEAR VOL. XXXVIII, No. 3.

New Orleans Reports Some Advance Orders for Sugar Stock. Urges Activity by Industry to Accelerate Return of Sugar Trade

Midsummer dullness is upon the South, the thermometer dallies around ninety-six, while business, in some lines at least, is at zero. The coopers admit that they are making a living, and the shops are making expenses, but that is about all that can be expected at present.

Some advance orders have been placed for sugar barrel stock, but, so far as we can learn, no thorough canvass has been made of the sugar mills, and no great revival of that trade can be expected this season, and no great efforts have been made to bring it about. The old-time users of sugar cooperage will come straggling back into line, one at a time, as conditions change, or as they see the error of their ways, but they will do this of their own account, without much help from the cooperage salesmen.

Northern vegetables are now plentiful, and demand for southern products has eased up, so the need of produce barrels has fallen off, as is always the case in summer, though there are still some barrels being used for new potatoes and green corn.

Vinegar and Pickle Trades Are Calling for Barrels

Large quantities of vinegar is now made in this territory, the surplus of the watermelon crop being used, among other things, for this purpose, and this product calls for a good many barrels. Most of the other tight barrels are now being used for pickles, soft drinks, flavoring extracts and syrups, also for water containers.

Coffee and Bottle Barrels in Demand

The slack barrels in demand are for coffee, and for bottles, for there are as many bottle barrels being used now as there ever were, though some of the coopers who have lost old customers do not believe it.

Wooden Barrel Is Best and Cheapest Package Adapted to Oil Carrying

All this, of course, is in addition to the constant and growing demand of the petroleum oil refineries. These refineries use many steel drums, but if you have barrels to offer you can approach them with the absolute certainty that you are in the right, and have the package best adapted for their needs. Except for the very lightest and most volatile oils, the barrel is the package they need and ought to have. It is the best and cheapest, and they should be occasionally reminded of this fact.

Wooden Barrel and the Asphalt Trade

Some of the oils refined here have an asphalt base, and so the demand for asphalt barrels is always large, they being the best containers for this purpose. Steel drums are sometimes used, but they are more expensive, and are only substitutes, and very poor ones.

Paraffin Wax Should Go in Wood

Other oils have a paraffin base, and the paraffin wax is, or should be, packed only in wooden barrels, all substitutes being failures. These refiners are always in the market for cooperage, but do not offer them your products unless you are familiar with their requirements. Get in touch with them, learn their specifications, and then figure with them, and hold their trade for the barrel.

Now Is the Time to Book Cottonseed Oil Trade

The cottonseed oil mills are about finishing up a good year's work, and while they are not using many barrels at present, they may soon close down entirely for repairs and overhauling, in preparation for the coming harvest. The require little or nothing in the cooperage line for immediate use, but this is the right and proper time to book their orders for future delivery. Don't let the tin can people get in ahead of you.

Growing Popularity of Keg Due to Progressive Manufacturers

A noticeable feature in the trade is the growing popularity of the keg. This is in part due to the public need, and in part to the energy keg makers have shown in pushing their products. The keg is popular because its manufacturers have exerted themselves to make it so.

"Barrels of Fun"

One of our large amusement houses recently displayed before its doors a row of barrels, each bearing the legend, "Barrels of Fun." It was a happy thought, and attracted attention. The barrel is a good container for anything, and recommends its contents, even though it is used only in a figurative sense.

Manufacturing Costs, Labor and Stumpage Are Down

Labor is now plentiful and cheap, and stumpage is selling for about half the price it commanded eighteen months ago. There is plenty of timber in sight.

Any Old Price for Stock Is Bad Business Policy

There have been no important changes in the prices of either stock or cooperage lately, both coopers and stock men claiming that they are working on very narrow margins. Some sales have been made merely for the sake of selling, and without regard for any established market prices, which is bad for the business, but it is always found, on investigation that it is always the other fellow who is cutting prices and selling below cost.

Mills Are Now Operating

Mill and timber people have suffered greatly lately on account of wet weather and high water. The waters have now receded, but, although most of the mills have resumed operation, they are not exerting themselves to make up for lost time.

Good Export News Expected Soon

Export business has been very quiet lately, only a few shipments, and most of them small, having gone out, though some of our friends have their lines out for large orders, and anticipate good news soon.

Now Is the Time to Book Future Business

Other lines of business are said to be flourishing, but no great activity can be expected among the coopers during the next two months. If you are far sighted enough to look for trade two months ahead, now is the right and proper time to get busy.

BARRELS MADE OF AMERICAN SHOOKS MAY RE-ENTER UNITED STATES FREE OF DUTY

Owing to the fact that barrels or cases made from American shooks are allowed to enter the United States duty free as containers of foreign goods, subject to certain certificates of identification, a new industry is reported to be developing in England for the manufacture of packing cases from American shooks especially imported for that purpose.

The Manchester Guardian for May 4, 1922, reports that a large English exporting agent has circularized all his clients, insisting on their packing all goods intended for the United States in barrels or cases made of American shooks. The article points out that otherwise the excess duty on the containers, which when not of American wood are assessed at the same rate of duty as the goods contained, may increase materially the cost of delivering the goods in the United States.

Data covering the conditions of identification and the necessary certificates involved in the shipment of shooks from the United States intended for free re-entry as barrels, are published in article 340, of the U. S. Customs Regulations, copies of which may be secured from the Treasury Department.

BELGIUM NOT BUYING AMERICAN STAVES

In reviewing the lumber and wood-products situation in Belgium, Commercial Attaché Samuel H. Cross, writing from Brussels, disposes of the cooperage phase of the immediate outlook for American export to that country by characterizing it as "negligible", the consumption of staves being at present almost totally confined to North European pine slack, and Polish and Japanese oak tight staves, both of which commodities are purchased direct from the countries in which the wood is grown.

THE JOURNAL'S LONDON CORRESPONDENT URGES "QUALITY" CAMPAIGN AND SUGGESTS INTERNATIONAL COOPERAGE CONFERENCE

Trade at present in this country is in rather a stagnant state, and with very few exceptions, business is very dull. When we find large brewing concerns reporting decreases in consumption, then trade is indeed bad, especially when one considers the fact that the average Englishman will, at all times have his glass of ale, even to the exclusion of other necessary things. I have always found the brewing industry a never-failing trade barometer.

All over the country large numbers of men are unemployed, and the position, at the time of writing, is a very acute one. The war has left behind, in its wake, a growing mass of discontent, and until this discontent is removed I am just afraid progress industrially will not regain its former activities.

Little Trade, But Optimism Reigns

All of our cooperage concerns have been feeling the pinch, but optimism still reigns, and the future will assuredly bring forth its fruit in due season, if we faint not. The great peace has not followed, as many expected, the great war, as we find that in all quarters the industrial war at present raging, although a bloodless war, is having a terrible effect not only in the national life of the people, but is striking with unerring force at the social life of the people as well.

Praise for the Journal

We are always glad to hear of the progress recorded month by month, in the pages of THE JOURNAL and I want to say again, that we consider it an absolute necessity to all engaged in the cooperage industry. Those of us on this side, who are fortunate enough to be subscribers to THE JOURNAL, do not, as in the case of other periodicals, after reading, cast it into the waste paper basket. THE JOURNAL'S value is not to be counted in cents and dollars, but counted as an intellectual force in the affairs of the entire industry wherever carried on, and as such, it well merits the commendation of the many, who month by month, sing forth its praises.

Concentration On "Quality" Would Yield Big Returns

Your London representative and many of the trade wholeheartedly approve of THE JOURNAL'S remarks editorially and of its contributors, when they speak of a "quality" campaign. If our trade is going to live, or outlive the "substitute," then we have got to face this aspect of the question. To my mind this subject of "quality" wooden barrels has not been given the consideration it ought to have been given, and until it does, we will not have the concentration needed in order to combat the substitute container.

Sustained Run of Business Is What Is Wanted

Get a name for quality, take a pride in the "input" of quality barrels and the "output" will take care of itself. We are not living for momentary pressure of work. We are living for a sustained pressure, and that will surely come if a little thought is given to all our methods of manufacture. A "quality" campaign is, therefore, an essential for the well being of our trade, and all our thanks are indeed due to the efforts put forth by THE JOURNAL and by The Associated Cooperage Industries of America to bring this question to the forefront.

We trust the future will see a vast improvement in trade, and that our American friends will get their just proportion. I trust the day is not afar off when we will be able to have international conferences on the various aspects of our trade. This, to my mind, would be a great day for our trade and would go far toward a better understanding between the nations. Perhaps THE JOURNAL will give this the consideration it undoubtedly deserves and take the lead in the matter.

WILL OPERATE STAVE MILL

F. D. Wingo Lumber Co., Tresevant, Tenn., have purchased a new plant and will operate a saw and stave mill.

Louisville Reports Slack and Tight Cooperage Interests Look for Good Summer Trade

There has been a slump in demand for containers during the month. In May business was fairly brisk and prospects quite good, but this month orders have slumped. Inquiries are strong, with some business being booked for July delivery. In the slack trade things are much the same, as the flour mills are down, and potatoes are not moving in quantities as yet. The slack as well as tight interests feel, however, that a very good summer season is in sight, and that things are about to start breaking better.

Cooperage Shipments Are Waiting for Rate Reduction

There is no doubt but that the freight rate reduction effective July 1, has had a tendency to hold back shipments. Even where stock or barrels are sold on a delivery basis, the consumer figures that the producer may lop off a few cents here and there if his freight costs to point of consumption is reduced. Then there is the future saving in the freight on raw materials. Consumers of many products going into barrels and kegs have also been held up by their customers, who are not buying until the new freight rates become effective, with the result that during June there has been quite a tendency in general lines to wait. However, prospects are for very good business in July, with many industries more active than for some time. In July packers of various products using barrels are expected to find business more active.

The Tight Stock and Barrel Market

Markets during the month showed no change whatsoever in slack cooperage and the only change in tight was a drop of seventy-five cents in the spirit barrel price, as a result of the active season or demand for such barrels being over, and there not being much demand in sight that will take wine grade packages.

The tight stock and barrel market this month are quoted as follows: White oak oil staves, $50a55; red oak, $45; spirit, $100; gum, $37.50; white oak heading circled, 40c; red oak, 35c; gum, 25; spirit, 75c per set. Barrels, white oak, oil, $2.15; red oak, $2.05; spirit, $3.75, gum, $2; white oak half barrels, $2. Kegs, 5-gallon, $1.20; 10-gallon, $1.35; 15-gallon $1.45; 20-gallon, $1.65; 25-gallon, $1.75; 28-gallon, $1.85. Mixed white and red oak kegs are quoted at ten cents each under white oak. Spirit barrels show a decrease of about $1 each.

The Slack Stock and Barrel Market

In slack cooperage and cooperage stock lines prices are very firm as a whole, there being some slight advances in No. 1 grade and mill run staves only, over last month's quotations on this market. The price range is as follows: Flour barrels, 70a75c; salt, 65a70c; sugar, 80a90c; produce or potato, 45a60; one head produce, 40a45c; sugar sized, No. 2 stock produce, 60a65c. Slack staves, No. 2 grade, $6 to $8 a thousand; No. 1, $12 to $14; mill run, $10 to $12; 6-foot elm hoops, $15 and $17; No. 1 heading, 17½, 12a14c; No. 2, 9a10c; 19¼ size heading, No. 1, 15a17c; No. 2, 11a13c.

In elm hoops, mill run are quoted at $12 to $15 a thousand and No. 1, at $15 and $17. Mill run slack staves in 28½ inch length are quoted at $10a$12 a thousand. This size is a bit scarce and demand has been so good that the 28½ inch size has been carrying a premium of 25 to 50 cents a thousand over other lengths.

July Will Bring Good Run of Orders

J. N. White, of the Louisville Cooperage Co., reported that things had been quite dull the past few days, as a result of a general hold off for reduced freights, but that it looked as if July would be very good, as orders were being received for shipment July 1 and 3. Mr. White stated that consumers of barrels were having business held up on them, and were therefore holding back on placing barrel orders until ready to use them. Since the war, Mr. White, stated, far more barrels were sold on a delivery basis than before and, therefore, the freight reduction should not have much, if any effect, on barrel prices for sometime. The reduction will be noticed principally in the cost of raw staves and heading at barrel plants. Mr. White reported good keg business in May, and fine July prospect.

Looks for Good Apple and Big Potato Crop

Paul Dysart, Jr., of the J. D. Hollingshead Co., slack producers, reported that there was undoubtedly going to be a big potato crop, despite arguments of some growers of a short and poor quality crop. This is usual talk. Last year there was a poor and short crop and this year's crop bears every indication of being a very fair one. There is also a good apple crop assured for this State, Southern Indiana and the Virginias. Flour millers will also start up in early July, after being down for usual repairs and while awaiting new wheat. Mr. Dysart stated that consumers undoubtedly had been waiting for reduced freight rates, although sales are 50-50 on delivery and f. o. b., shipments. Mr. Dysart also stated that there was not much sugar barrel business done in this city, but that sugar was coming back to wood, as shown in the South, where sugar refiners are again installing cooperage plants and even buying timber.

Optimistic Over Outlook in Tight Trade

The Chess & Wymond Co., reported that it was operating about thirty per cent. of capacity in its barrel and keg departments, principally on stock for expected good demand in July, as June demand had been quite low. Demand for staves and heading was reported as active, and outlook better. Eugene Graham, Jackson, Miss., manager of the mill producing end of the Chess & Wymond Co. in the South, was a recent visitor to Louisville and was quite optimistic concerning the outlook. The Chess & Wymond Co., further reported that whereas a month ago practically all of its southern producing mills were down on account of high water, it is now operating about fifty per cent. of its mills, cutting oil stock principally and some wine cooperage.

Stave and Heading Mills Are Running Full Blast

The Louisville Cooperage Co., reports that it is again running full blast in its stave and heading production end, its three mills in Eastern Kentucky being on full time, while in Louisiana it is operating two heading, two stave and two other mills, which are cutting lumber, etc. Tops and wood that are not especially favorable for cooperage, along with ash, etc., is being cut into lumber and ties.

Drop Out of the Tight Stave and Heading Business

According to Preston P. Joyes, of W. P. Brown & Sons Lumber Co., Louisville, Ky., that concern has dropped out of the tight stave and heading business, after a short and unsatisfactory trial of producing cooperage stock in some of its southern mills. The Company may at some time cut stock, if market conditions are favorable, but not for the time being at least.

Approves Railroad Grouping Plan

President Mapother, of the Louisville & Nashville R. R., one of the largest of southern carriers, was recently quoted in press dispatches from Washington as stating before the Interstate Commerce Commission, his belief that the proposed grouping for carriers would prove satisfactory and that the road which he headed had no objections to the plan.

PAINT AND VARNISH COMPANY WILL ERECT COOPERAGE PLANT

The Peaslee Gaulbert Co., of Louisville, manufacturers of paint and varnish, as well as large jobbers of oils, chemicals, drugs, etc., has just announced plans for plant additions to cost about $150,000, including four fire proof buildings. One of these will be a 60 x 80 cooperage shop, on one floor, to be used principally in repairing old barrels. Another building will be a filling plant for filling small packages, barrels, etc., for the company's large tank farm, which carries alcohol, oils, motor oils, etc. The cooperage division will look after repairs on barrels, kegs, etc., for all departments.

ARE REBUILDING COOPERAGE MILL

Mill No. 1 of the Blytheville Cooperage Company, at Blytheville, Ark., which burned in May, is being rebuilt. It will be an exact duplicate of mill No. 2. The materials are all on the ground and the construction is expected to be completed by the middle of July.

FIRE DAMAGES AMBRIDGE PLANT OF PEKIN COOPERAGE CO.

The recent fire damage to the Ambridge, Pa., plant of the Pekin Cooperage Co., New York, approximated $25,000. According to President H. G. Herget, not only will their Ambridge plant be repaired at once, but additions will be made that will materially increase its production as well as calling for more employees to operate the same.

A new cooperage concern, incorporated under the trade name, Reliable Cooperage, Inc., capitalized at $100,000, has been recently organized at Perth Amboy, New Jersey. The names of the incorporators, as set forth in the charter, are: Samuel W. Hornsby, Jr., Max A. Shapiro, and Abraham Brey.

THE MEMPHIS COOPERAGE TRADE

The announced reduction in freight rates was not an unmixed blessing, so far as local cooperage interests were concerned. Buyers, keen to take advantage of every opportunity for a saving, have, however, been holding up order shipments until the lower rates become effective. This has affected prices to some extent. Mills whose orders have been held up, have either for the lack of room or the lack of money, been compelled to cut prices to move stock. After July 1st, the market for all lines of cooperage stock is expected to strengthen. As it is, business has been almost at a standstill.

Look What Is Here—Car Shortage

The ghost of a car shortage has already made its appearance and is giving the cooperage people considerable concern. Some of the mills in this territory have had to wait a week for cars. When cotton, coal, wheat and lumber all break loose at once there is pretty sure to be a scramble for cars.

Trade Conditions in Tight Lines Are Looking Up

More inquiries are being received in the tight barrel end, although it has been mighty quiet during the past 30 days. Prices are up a little and they are expected to stiffen materially during July and August. No tight barrel staves are being produced and even when the mills do start it will be September before there will be any ready for shipment.

Tight Stock Demand Decidedly Firmer

There seems to be a demand springing up for tight cooperage stock and the market is considerably firmer than sixty days ago, although there is nothing attractive about it yet. Prices are still too low. The freight reductions should stimulate movements.

The Pine Heading Situation

The situation with reference to pine heading has shown no marked improvement, according to E. A. Powell, president of the Powell Cooperage Company, although there has been some change in conditions.

"Production is being gradually decreased and consumption has increased to some extent," Mr. Powell said. "Prices have strengthened somewhat and with a fruit crop that consumes even a normal quantity of cooperage within the next thirty days or six weeks, prices should be stronger. Pine heading has been selling for some months at cost and less, but the distressed materials have been moved out and those mills that were forced by large log stocks or other reasons to operate are gradually getting in position to operate only when their product may be sold profitably. This condition aided by the natural difficulty in obtaining logs or bolts at this season, will cause a sharp reduction in output during the next sixty days. If there is not a reasonably large consumption of pine heading during the fruit season, pine heading operators look for a long-drawn-out contest, which will mean the elimination of those mills that are not prepared to make heading under higher competitive conditions."

Indications Point to Strong Slack Stock Market

"None of our mills have been running for 30 days and it will be 30 days more and possibly 60 days before anyone of them will start," said H. L. LaNieve, president of the Cate-LaNeive Company. We have been shipping right along on old orders and some new business, but not much. Our stocks are very light, about 50 per cent. of normal for this time of year. Indications point to a strong slack stock market."

GRISMORE-HYMAN COMPANY NOT LIQUIDATING THEIR BUSINESS

In the June issue of THE JOURNAL, there was published an item setting forth that the Grismore-Hyman Company, of Memphis, Tenn., was gradually curtailing operations with a view of final liquidation and division of interests.

It now appears that the information upon which the article was based was incorrect, as Mr. Hyman, in a recent letter to this office states that "we are still doing business in the usual way, buying and selling cooperage, manufacturing and selling lumber, and rendering such assistance to manufacturers who we may represent as they may need in the manufacturing of high grade stock."

We are very glad to give publicity to this correction, inasmuch as the publication of the original article, filled us with a genuine regret at the approaching dissolution of this active firm.

Chicago Reports Business In Tight and Slack Lines Is Moving Better. Inclination Noted on Part of Steel Drum Users To Swing Back to Wooden Barrels

While many members of the Chicago cooperage trade, in reporting on conditions, tell of a better demand for their products and an increase in inquiries during June, most of the barrel men express the opinion that better prices for new cooperage is the one medicine that would serve as a real tonic to their business as a whole. A few of the local barrel plants have raised their prices within the past thirty days, but they declare that this increase has not been substantial enough to remedy conditions or to cast the improved reflection that is so badly needed in the way of barrel prices. They affirm that cooperage must go up in price if, as they put it, "we are to remain in existence as cooperage men."

Many barrel plants here have been busy during June getting out orders, but all aver that prices are so low and wages of employes, and overhead in general, so high that, even though busy, they consider themselves as "operating without remuneration." With the same volume of business and right prices they say they would soon get on a good business footing.

The Daniel W. Ryan Cooperage Company, 1634 Besly Court, advanced prices on an average of 15 per cent. in the last two months in an effort to stimulate their business. Mr. Ryan said that some results were obtained; that both tight and slack lines were moving better. He was one of those who joined in the statement that better prices are much needed to make business worth while.

Trade Conditions Are Brightening

"We find things brightening up to some extent, the improvement having been more noticeable in the last thirty days," was the statement made at the headquarters of the Frank Gerold Company, 449-459 South Green Street, "but trade continues too inactive to be cheerful." J. F. Kaenel is the head of the company.

More Confidence Throughout Cooperage Trade, Says O. H. Redlich

O. H. Redlich, representing the sales department of the Redlich Manufacturing Co., coopers' tools and supply company, 637-647 West Oak Street, gave an interesting statement of the cooperage trade situation, saying:

"We are doing a fair business considering conditions and the attitude taken by the cooperage houses. For months we have received the message on all sides that the cooperage men are waiting—waiting for betterment in prices before replenishing tools and supplies. Now we find that there is a little more confidence in the market. Prices have gone up a little in some sections and this seems to have given rise to a better state of mind. Better prices are needed. That is the statement that one meets everywhere. And it does not look as though there will be any business to mean anything until they do get better."

Next Sixty Days Will See Change, Says Jos. H. Kirk

Unremunerative prices and war-time "overhead" were blamed by Joseph H. Kirk, of the Joseph H. Kirk Company, Inc., 703 West Thirty-first Street. "Any advance in prices in Chicago has been so insufficient that we have not felt any good effects," said Mr. Kirk. "We are doing all kinds of business, but we are not making a dollar. That is really the situation with a good many places, according to reports reaching me. The fact that wages are still high, that we are still operating under a war-time overhead, and that prices are down to nothing, is to blame for the present predicament. I believe, however, that there will be a change in the cooperage industry within the next sixty days; that prices will go where they ought to be to put the industry on a half remunerative basis. Unless this does take place, I venture to say that a great many cooperage plants cannot exist. Our business is picking up in all our lines, but there is no profit."

T. Johnson Co. Reports Better Demand

Similar views were expressed at the headquarters of the T. Johnson Company, 1046 West Thirty-eighth street. Better demand for cooperage was reported during the past thirty days, but it was added that from a financial standpoint business continued to be dull.

Orders More Substantial, Says Chicago Cooperage Supply Co.

At the offices of the Chicago Cooperage Supply Company, 5217 South Western Avenue, attachés of the plant told of more substantial orders for supplies than have been received in a long time. They said inquiries were coming in from sources that have been inactive for months.

Users of Steel Drums for Oil Are Swinging Back to Wooden Barrels, Says Mr. Rosenblum

Samuel Rosenblum, whose large cooperage plant is located on the northwest side of the city, with railroad tracks reaching the doors, expressed the belief that oil companies are returning to the use of tight cooperage in place of steel containers.

"We are sending out a great deal more second-hand tights than are being returned," said Mr. Rosenblum. "This has developed only recently. To my mind it indicates that oil companies are turning from steel containers and returning to wooden barrels again. I believe there will be a shortage of second-hand tights before long unless conditions change. Reports have reached me that some of the oil companies have decided to buy wooden cooperage rather than replace worn-out steel containers at a much greater expense. The steel containers apparently were all right while they lasted, but the cost involved in replenishing apparently had brought about the change that is favorable to our line.

"Taking everything into consideration, our business at the present time is moving along in excellent manner. We have been able to operate on a better basis since we moved to steam road facilities and did away with team hauling at big expense. Our plant is running well up to capacity every day."

L. C. Hollingshead Says Business Is Good and Getting Better

L. C. Hollingshead, of the J. D. Hollingshead Company, 167 E. Chicago Avenue, reported that business was "good and getting better," and, further, that this "good news" applied to all the company's lines of manufacture. Mr. Hollingshead returned recently from a trip through the East.

LOUIS WERNER STAVE CO. WINS FREIGHT RATE CASE BEFORE INTERSTATE COMMERCE COMMISSION

The Louis Werner Stave Company, of Shreveport, La., has recently been awarded reparation on freight rate overcharges in an action against the Louisiana Railway and Navigation Co., brought before the Interstate Commerce Commission. It was brought out in the argument that the complainant had leased a yard at Fellston, La., from the defendant, on ground on which the defendant had expected to establish water-front facilities, and from which point to New Orleans, La., they had published in their tariffs a rate of 1.5c per 100 pounds. This was in 1918. It was contended by the complainants that this basic rate was ignored by the railroad in fixing the charges under which their shipments were billed, and reparations were asked on 72 cars paid for under what the stave company claimed were erroneous and excessive rates. The decision of the commission sustained the contention of the claimants and allowed the refund asked for in the bill.

KERN COMPANY OPENS LUMBER DEPARTMENT

The Kern Company, Ltd., New Orleans, for years one of the leading concerns in the export cooperage line, has opened a lumber department which will engage in both the domestic and export trade. The new department will be under the joint direction of Ernst Albrecht, who will have charge of the export business, and Theodore Schlitz, who will handle the domestic end. Southern pine will be the chief commodity dealt in.

MR. THOMAS MAY NOT BE BUSY, BUT HE IS HAPPY

SEARCY, ARK., June 26, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

The writer has just received June copy of the Convention Issue of THE JOURNAL, which I read with much interest.

I am, as you know, one of the firm of the above company, and unlucky for us we are located along the M. & N. A. railroad, which has done no business for the past year, for reasons which all the country know. As for the future, I consider that the operations of the M. & N. A. will be continued and the service will be more satisfactory than it was in the past, and I believe the public will be benefited more than ever before.

We are shipping staves right along, but are not making any and do not think we will until the present tone of the market changes, as we can use the logs for much better purposes than to make them up into staves.

We have a supply of timber for about 15 years, and have the only stave location on the banks of White River that looks desirable, that is above overflow, and our yard is about the only one that does not suffer from mold, as our past experience shows we have had less mold on this yard than any of the various yards formerly controlled.

We are able to get all the labor that is necessary for operating and at reasonable prices, and the timber is reasonable, as well as the logging, and we would have no trouble in operating at a nice margin were the rest of the conditions as favorable.

We belong to no combines that are trying to retard business and we expect to be in the game when conditions are right for making honest staves, at honest prices, and by people who know what staves are. We feel that our extensive experience, long number of years of diligent service, and active operations will continue to attract some of the best business, when business is resumed on a staple basis again.

There is one thing sure, the writer has had some real sport during this lull in the game. Being located on one of the best rivers in the country, where the fish are the best, and the ducks, squirrel and other game is very plentiful as well as all the rest of the necessary things to make life worth while, I have all the really good things at my command and it's a joke to hear the other fellow kick and growl, while I am not bothered in the least, having all the things at my command, including a real large hoot owl, which serves for my alarm clock.

If you ever have the chance. Call on me.

Yours very truly,

A. E. THOMAS,

THOMAS-BOWMAN COOPERAGE CO.

MISSOURI AND NORTH ARKANSAS CELEBRATE RESUMPTION OF OPERATIONS

Under date of June 28th, Mr. A. E. Thomas also sent THE JOURNAL the following interesting and breezy letter reporting on the celebration of the resumption of operations of the Missouri & North Arkansas Railroad. Mr. Thomas says:

"The writer thought he would give you a line on the many good things that are taking place in this little burg of Georgetown, Ark., which has been dead for some time on account of the Missouri & North Arkansas Railroad having suspended operations.

To begin—we had the first real passenger train through this place today, June 28th, which was made up in Little Rock, and the travelers consisted of the best business men of all classes, which were on a general business tour of the state (WONDER STATE OF ARKANSAS). Train left Helena, routed over the M. & N. A., and arrived in Georgetown on time, at 9.34 A. M., all decorated and with one of the best bands in the state and the best of everything that the state affords to make the trip a success. On arrival at our burg, they were met by a vast concourse of the business interests, the procession being more than half a mile long, with all the available substitute musicians lined up to join in with the band. All the leading officials, including the Mayor, Marshal, and a concourse of deputy sheriffs were on hand, while the public in general gave the boys a royal reception in honor of the first bunch of "boosters" to come this way for more than twelve months. Several speeches were made, and the noble "booster" for better conditions throughout the State of Arkansas, Hon. V. C. Petty, president of the Arkansas Power Corporation, told the bunch of the many good things yet in store and to be distributed through this part of the territory at the completion of the gigantic power dam now nearing completion, just a few miles above our little town.

Everybody resolved to boost, go after business and make the county better; and the band sounded taps, which was seconded by an outburst of applause, while the ex-rail employes were noticed to be tapping their feet, keeping time with the music that filled the air for miles around. We ran out of flags and just used any sort of a rag that we could hoist, and we believe the jazz dance was also indulged in by some of the flappers who chanced to be along.

Resolutions are for more and better business. Captain A. E. Thomas was Marshal of the Day, assisted by the Mayor and other business men. The only regrets were that the limited time would not permit the delegation to remain over for a general dinner, which was being prepared in appreciation of the good and efficient services of Mr. J. C. Murray, manager of the railroad, for handling the business and affairs so well. The whistle sounded and three cheers were given for the M. & N. A. and its management, and three cheers for the business men of Little Rock and four cheers for Petty, the 'booster' for the State, were also given."

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry

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The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

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TIGHT COOPERAGE INDUSTRY SHOULD BE INTERESTED IN EFFORT TO MAKE APPLE-JUICE THE NATIONAL DRINK

It's a far cry from aged and matured whisky to unfermented apple-juice, but insofar as the cooperage industry is concerned there is a tenuous connection between the two that holds forth promise of material benefit to the tight barrel business. If the movement now under way to popularize apple-juice as a beverage and make it the national drink gains the momentum that its sponsors predict for it, a new field for tight barrel consumption will be opened up that will in a large measure rep'ace the market that was lost to us as a result of the enactment of the Eighteenth Amendment. The trend of the public appetite is away from concoctions of syrups and essences of assorted roots and herbs, and stomach-washes evolved from secret formulas and sold under trick names that successfully conceal their ingredients, and is distinctly toward pure fruit juices and close-to-nature products that can be purchased and consumed in perfect confidence in their purity and healthfulness.

Taking advantage of the clearly indicated desire of the country's taste, there is about to be launched by various interests concerned in the matter, a concerted action, the culmination of which will be, if the hopes of those behind it are realized, the placing of apple-juice at the top of the beverage-list of the national bill-of-fare.

This is the sort of promotion that tight cooperage manufacturers can afford to grow enthusiastic about, for the cogent reason that widespread consumption of the apple drink would undoubtedly, be translated into a greatly increased use of wooden barrels as containers for its distribution.

Cooperage is already indebted to the apple for a huge volume of business in both the slack and tight lines, and an appreciation of the importance, in both variety and bulk, of the commodities which it furnishes for barrel packing is a sentiment in which we can well afford to indulge.

The cooperage industry as a whole, would be remiss in its duty to one of the biggest contributors to its growth and prosperity if it failed to take advantage of every opportunity to give vigorous support to all movements designed to boost the apple and its products in the public favor.

WOODEN BARREL BOOSTER SHOULD BE ON HAND AT THE INTERNATIONAL APPLE SHIPPERS' ASSOCIATION CONVENTION

According to the invitation issued by R. G. Phillips, Secretary of the International Apple Shippers Association, the 27th Annual Convention to be held at the Washington Hotel, Seattle, Wash., July 25th to 29th, will be well worth going a long way to attend and as the apple shippers are "live" in every sense of the word, there is little doubt but that the Association's 27th Annual will be a record-breaking meeting. Our slack barrel representative A. C. Hughes will undoubtedly be on hand early in Seattle and will keep the wooden barrel and its merits as the apple package, forcibly before the apple shippers and in such manner as will build for increased business.

There is no finer association body of co-operative workers than the International Shippers Association and the cooperage industry is fortunate in having the opportunity of working with such worthwhile barrel users.

APPLE BARREL MAY GAIN POPULARITY IN NORTHWEST

A situation is developing in the apple producing sections of the great northwest that should re-act to the benefit of the slack branch of the cooperage industry, if the members of that branch of our trade will take the necessary time and trouble to capitalize it. It is becoming quite apparent that, if the lumber market continues on the trend that it has pursued during the past two months, there will be a severe shortage of box material, with its inevitable rise in the price of shooks and set-up containers. This will be the barrel manufacturers opportunity. The situation in the "box-area," in the event of a sharp advance in the price of boxes—which all present signs indicate—will be analogous to the condition that existed in the "barrel-country" a few years ago, when the box invaded the domain of the "king of containers" and gained the little popularity that it is now enjoying there. Reports from the Hood River section of Oregon and the Wenatchee area of Washington, are to the effect that box material prices have already advanced from 1 to 3 cents per shook, with every indication present that they will still further increase. Accepting these reports as authentic, and assuming that cooperage prices can be stabilized at something near the present level, the opportunity will shortly be presented to barrel manufacturers to enter the box stronghold with the most effective, most appealing and in the final analysis, the most potent sales argument that modern merchandising knows—that of quality combined with comparative cheapness. It would be a supreme blunder, however, if in the effort to gain a place in the northwest apple market, the item of price should be made paramount to that of package quality. There is a point at which price loses its appeal as an inducement to buy, and with a commodity like the slack barrel, which is now being sold at a figure that is as low as manufacturing costs will permit, any further recessions in price that would entail the slightest perceptible curtailment of "quality" would be suicidal.

There is a vast quantity of fruit in the northwestern area, of the fancy, choice and orchard-run grades, that could be most profitably marketed in barrels, and unquestionably, if the present quality slack barrels can be introduced in that region under favorable price conditions, a field will be opened that will rival the eastern apple area in the volume of barrels used.

Slack barrel interests would do well to keep in close touch with the box-price situation and when the cost-advantage swings over to the barrel, make a determined bid for this business.

CAR SHORTAGE IMPENDING

In view of the impending dearth of freight cars, which is developing every sympton of becoming seriously acute, it might be well for shippers throughout the cooperage industry to heed the warning that has been sent out to members of the Southern Hardware Traffic Association and which is couched in the following strong terms:

"L. M. Betts, manager of the car service division, American Railway Association, called at our offices several days ago to enlist the support of lumber shippers in securing increased car efficiency. We have also had several conferences recently with prominent railroad officials regarding the equipment situation.

"The best informed opinion is that there will be a very serious shortage of cars this fall; in fact, reliable traffic and economic indications point to the most severe car shortage the country has ever experienced.

"The car loadings of all commodities are rapidly increasing everywhere with the exception of coal, which has been far below normal due to the coal strike. There will be a big grain crop this year, which will commence to move next month and will require large numbers of closed cars. There will be heavy movements of the usual seasonal commodities such as cotton, cotton seed products, rice, sugar, sugar cane, etc. As soon as the coal strike is settled, there will be a tremendous demand for coal cars. The carriers are still far behind in their repairs to bad order equipment and will probably be unable to catch up by fall.

"It is essential that all shippers lend their best efforts to meeting and anticipating this situation as far as possible during the next few months. Urge your customers to place orders for immediate shipment. Keep your orders shipped up to date. Load heavily. Release cars promptly. Load equipment in the direction of the owning line, etc.

"We are urging upon the carriers increased efficiency in handling their cars, acquisition of additional equipment, prompt repairs to bad order cars and locomotives, etc., and we are also asking the co-operation of other industries in anticipation of this emergency.

"As a matter of self-protection, every industry and carrier must co-operate in adopting the preventive methods suggested so as to minimize the effects of the threatened car shortage and avoid, as far as possible, the necessity for preferential distribution of equipment in handling perishables or daily necessities, which always occurs in some measure at such times. We can not too strongly emphasize the importance of your own active efforts along the lines indicated.

"Your association will keep the requirements of forest products shippers prominently before the carriers, especially during the next few months, and will advise you fully of developments. We would also be glad to receive any suggestions that you may have to offer."

If shipment orders come through after July 1st in the volume expected there is not a single line of manufacture that will not be placing a demand for cars, and it is to be devotedly hoped that this business holdup menace will be mitigated in every way possible.

MODIFICATION OF THE VOLSTEAD ACT

With the approaching congressional elections occupying the attention of the country, there have been developed a few issues of vital and pulsing interest that by reason of their direct personal effect on the populace, are the subject of heated controversy in practically every corner of the land. Of the several burning questions being debated in the public forum at this time, the one that most intrigues the interest of the cooperage industry is as to whether or not the Volstead Law of strict enforcement of the Prohibition Amendment shall be so modified as to permit the sale of light wines and beers.

Time was when the manufacture of wooden barrels for beer and wine was a thriving and prosperous business and when the manufacturers thereof waxed fairly wealthy in their trade. Only a few short years ago the breweries and the wineries were among the most consistent, persistent and profitable customers that our industry boasted, and when they were "Volsteaded" out of business, it was a tragic and seemingly irreparable loss to us. Great was the woe thereupon, and earnest and sincere the maledictions that were invoked upon the heads of "bone-drys."

The invasion of our personal liberties in the ratification of the Eighteenth Amendment, was a bitter dose enough, but when the Volstead Law of strict enforcement was passed, insofar as the effect upon cooperage is concerned, it heaped injury high upon insult. Depriving beers and wines of their "kick," deprived our industry of one of its best customers.

For which reason the cooperage trade will more than likely hail with satisfaction what appears to be a crystallization of sentiment in favor of modification of the enforcement act to the extent of again permitting the manufacture and sale of light wines and beer.

The country has tried absolute prohibition, and, if we can believe the pronouncements of those whose knowledge of the public's desires should give weight to their views, it is tired of it. Daily it is becoming more evident that the Volstead Act is regarded by the people generally as an onerous piece of legislation that they are determined to repudiate. Country-wide sentiment is evidently antagonistic to a resumption of the traffic in whisky, but the desire for legal sanction to enjoy the pleasure of light wines and beer is assuming the proportion of a national longing.

From the standpoint of business, ignoring personal prejudices for or against prohibition, the re-entry of beers and light wines to the list of commerce, would be a boon to our industry, and the rank and file of the cooperage trade would undoubtedly welcome any legislation tending toward this end.

WET WEATHER, WHEN CROP IS MATURING, MEANS LARGER APPLES, AND LARGE APPLES MEAN MORE BARRELS, SAYS C. M. VAN AKEN

The month of June has shown a fair demand for cooperage, but prices have been unsettled and unsteady.

The consumption of barrel material for barrels used in promiscuous lines of business is not what we would like to see it. Many concerns have, for one reason or other, changed to barrel substitutes during the past two or three years, and when they get away from barrels, it is next to impossible to get them back.

There has been a little activity in the sugar barrel end of the business, many of the refineries are pretty well stocked with cooperage, but their barrel business has evidently been such as to justify the placing of a few extra orders and the cement business, as far as cooperage is concerned, has been about on a par with the sugar business—some few orders being placed for barrel stock by the cement people.

In the lime industry, barrels still predominate and, as considerable activity is shown in home building throughout the east, the lime business has shown a marked improvement. This improvement has been passed on to the cooperage stock man, thus making all concerns equipped to supply lime barrel cooperage feel that life is still worth living.

The reports that we receive from the Shenandoah Valley would indicate that what a few weeks ago seemed to be no apple crop, will turn out to be about 50 per cent.

In New York State, the June drop has been quite heavy, and the present estimate is somewhat less than it was in May, still a fair crop is practically assured.

Most of the fruit barrel coopers are supplied with a large portion of their requirements or they have orders placed that will cover their needs so the only increased demand for cooperage that can be expected during the present season is from an increase in the size of the apples—this may sound strange, but it is a fact. A few weeks of wet weather at the time the apples are maturing, will sometimes increase the size of the apples fully a third, so if the weather man is good to us at the right time, we may yet see two buyers looking for one carload of stock. We have had such a long spell with the market the other way around, that we imagine it would be quite refreshing to many of the manufacturers and dealers to be brought in contact with buyers who really want to buy.

On the whole, it looks as though the remaining six months of this year will turn out to be about the same as the first six months—every fellow can check this and determine for himself what that means.

AFTER FREIGHT REDUCTION GOES INTO EFFECT, BUSINESS WILL IMPROVE GREATLY, SAYS JAMES INNES

Consumers of cooperage stock are still buying from hand to mouth, pending adjustments in freight rates, and while quite a volume of apple barrel stock is moving, other lines are very slow.

The flour trade is not likely to be very lively, until the new wheat comes in. Most buyers of flour expecting lower prices after the harvest, which promises to be a bumper one.

While there is not likely to be an exceptionally heavy crop of apples, owing to "Spies," "Greenings" and "Baldwins" being light in some sections, there will be a very fair crop and a lot of cooperage stock will be required for apple barrels.

The unsettled condition of exchange, still hinders the export trade, although, even under this handicap, it is improving.

We look for business to improve greatly as soon as freight rates are adjusted, as prices are at the bottom and wise buyers will place orders for their requirements before prices advance, which they will have to do to make manufacturing possible.

PROSPECTS ARE VERY GOOD FOR BUSINESS DURING SUMMER MONTHS, SAYS FRANK M. SCHERER, VICE-PRESIDENT NATIONAL MANUFACTURING COMPANY

The month of June has not been so good, so far as orders are concerned, as compared with the previous month due perhaps to the fact that there is always a month of depression after several good months. Then, too, most of the apple barrel trade has been held up awaiting the "June drop."

It is a well established fact that there is no shortage of apple barrel stock at the various factories and orchards in the country. As a matter of fact, most people are overstocked. This condition is especially true of the Southeast, where the crop will not be more than 25 to 30 per cent. of normal, and most people feel they have enough material on hand to last them well into 1923. Generally speaking, the apples have not set as well as was anticipated earlier, and there has been some cancellation of orders for stock, but most notable has been the cancellation of orders for barrels with the coopers. At this writing, the apple barrel outlook is not very promising, but it will no doubt be a different story during the latter part of the season.

The proposed reduction in freight rates, effective July 1st, has also had its effect on the buying during this month. It would seem out of place for anyone to stock up during this month if they were not in need of the stock until July. A reduction of approximately 10 per cent. will mean quite a bit to the coopers and consumers and we believe that July business will be stimulated a good deal on account of the reduction in freight rates.

No. 1 staves and heading are showing a little improvement. No. 2 stock is moving satisfactorily and the prices are good. Pine heading is not very active and the price has again declined. Elm hoops are about the same as during May, except the demand is not so heavy.

In general, the situation is about as well as could be expected, with the prospects very good for better business during the summer months.

NEW LUMBER ORGANIZATION FORMED

Hardwood lumber manufacturers of eastern and southern states met in Louisville, Ky., June 15 and 16th, and as a result of this two-day conference, The Hardwood Manufacturers' Institute, an organization dedicated to the advancement of the standards, ethics and material interests of the lumber industry, was launched.

The activities of the new body will be based upon what is popularly known as the "Hoover Idea," a plan of organization work which was promulgated by the Secretary of Commerce at a conference of lumber interests called at his instance and held in Washington late in May. At this meeting Mr. Hoover suggested the co-ordination of the entire industry so that a national system of inspection and certification should be created that would embrace the whole trade; that descriptions of the different species of lumber, as to grade and quality, should be made as uniform as possible throughout the country; that the inspection service should be open to all consumers in the settlement of disputes, and that in order better to establish the reputation of American products abroad, the inspection and certification should be extended to foreign countries. The attendance at the Washington conference, which was composed of representatives from practically every lumber association in the country, as well as a large body of architects, engineers, contractors and others interested in the lumber situation, endorsed Mr. Hoover's suggestions and took preliminary steps to put them into operation.

The newly-formed Hardwood Manufacturers' Institute has also gone on record as being in accord with the views of the Secretary of Commerce and as favoring immediate action along the lines of his suggestions.

Starting with approximately 200 members representing a production capacity of about 1,800,000,000 feet, it is confidently expected that a few months will witness the enrollment of practically every hardwood producer in the country—the heads of the organization predicting that the body will eventually be the largest lumber association in the United States.

Officers were elected as follows: C. H. Sherrill, New Orleans, La., President; W. M. Ritter, Columbus, Ohio, 1st Vice-president; E. B. Norman, Louisville, Ky., 2d Vice-president; C. M. Kellogg, Memphis, Tenn., Treasurer. A board of twenty-one directors was also elected to serve one, two and three year terms. J. M. Pritchard, former secretary of the America Hardwood Manufacturers' Association was secured to act in a like capacity for the new organization.

The permanent headquarters will be in either Memphis, Tennessee, or Chicago, Illinois.

LUMBER CONVERSION TABLE PUBLISHED BY DEPARTMENT OF COMMERCE

A lumber conversion table translating Petrograd standards into board feet has just been issued by the Lumber Division of the Bureau of Foreign and Domestic Commerce. Lumber interests will find the new table complete and comprehensive and a highly useful document to have about the office. Copies may be obtained free—as long as the supply lasts—by addressing the Bureau of Foreign and Domestic Commerce, Washington, D. C.

Mr. Axel Oxholm, chief of the lumber division of the bureau, advises that a table converting metric measurement to board feet is now in the process of compilation, the completion and distribution of which will be announced later.

WANTS IN COOPERAGE LINES

Burton Fruit Co., Mitchell, Ind., is in the market for 3,000 apple barrels.

The Laurel Company, Laurel, Ind., is in the market for 4,000 apple barrels.

Frederick Bartenstein, The Plains, Va., is in the market for 1,600 apple barrels.

H. S. Foster, North Calais, Vt., is in the market for apple barrel quotations.

W. E. Grove, York Springs, Pa., is in the market for apple barrel quotations.

H. F. Buck, Elberfeld, Ind., is in the market for quotations on 2,000 apple barrels.

Grand Isle Orchard Co., Burlington, Vt., is in the market for 1,000 apple barrels.

C. J. Ferguson, Burlington, Vt., is in the market for quotations on 5,000 apple barrels.

Southern Heading & Mfg. Co., Valdosta, Ga., is in the market for crate mill machinery.

John W. Davis, Clarksville, Mo., is in the market for quotations on 20,000 apple barrels.

T. W. Abbott, Rileyville, Va., is in the market for apple barrel quotations in car lots.

E. E. Hill, South Hero, Vt., will be in the market somewhat later for 1,000 apple barrels.

Greenbush Mfg. Co., Greenbush, Va., is in the market for 28½ inch pine staves, bilge 5/8 inch.

Cook Orchard Co., Lock Box 55, Fayetteville, Ark., is in the market for 8,000 apple barrels.

J. MacHickinger, Fannettsburg, Pa., will be in the market September 1st for 1,000 apple barrels.

Charles M. Conant, Winterport, Maine, is in the market for hoops and heading for apple barrels.

Cope & Son, Salem, Ill., will be in the market later for thirty cars of half barrels for apple shipping.

Riverview Orchards Co., McBaine, Mo., will be in the market about August 1st for 2,000 apple barrels.

G. W. Waugh & Sons, Wellsburg, W. Va., are in the market for quotations on one car load of apple barrels.

Southern Heading & Mfg. Co., Valdosta, Ga., is in the market for a slack stave crozing and chamfering machine.

Henry P. Corwith, Saluda, N. C., is in the market for apple barrel quotations. Mr. Corwith will use three carloads of barrels.

Wesley Webb, Dover, Del., is in the market for apple barrel quotations. Mr. Webb will need 300 barrels for September delivery.

Whiteford Bros., Whiteford, Md., are in the market for apple barrels in carload lots. Quotations solicited F. O. B. Whiteford, Md.

Rockland Orchards, D. B. Owen, manager, Doylesville, Va., is in the market for elm hoops and heading for apple barrels, August delivery. Quote now.

H. M. Risk, Dundas, Ont., is in the market for staves, hoops and heading sufficient for 50,000 apple barrels. Quotations should be F. O. B. Dundas, Ont.

Central Association, G. S. Christy, Secretary, Johnson, Neb., will be in the market after July 6th to consider quotations on 20,000 to 30,000 apple barrels, made up or knocked down.

Lucas E. Moore Stave Co., New Orleans and New York, is in the market for wine staves and heading, air-dried or kiln-dried, and jointed. Also oil grades and cut-offs for immediate or future delivery.

Giovanni Graziano & Co., 55 Ocean Avenue, Brooklyn, N. Y., are in the market for three car loads of 34" x 9¼" white oak sawed, unlisted, wine staves, and 1 car load of 44/46" x 1" flat white oak prime oil staves.

Hugh O'Donnell, of Meadow and Snyder Avenue, Philadelphia, Pa., is in the market for strictly first-class second-hand lubricating oil barrels, lubricating oil half-barrels and syrup half-barrels. Also drop-head 15-gallon pickle kegs. Quote prices, F. O. B. Philadelphia, Pa.

NEW STAVE MILL AT WATERBORO, S. C.

Robinson and Barge are given as the owners of a new stave mill which has been installed at Waterboro, S. C. A tract of hardwood timber, located near the town, has been purchased, and logging operations begun.

The Apple Crop for 1922

In spite of the early spring frosts, which paid a visit to some of our apple-producing States, particularly the Shenandoah Valley section, and the continued rainy and cold conditions, which have been pretty near'y widespread through all States, the apple crop generally has weathered the elements most satisfactorily, and every indication now is that the 1922 harvest will net gratifying returns to each and every one connected in any way with the growing, packing and shipping of apples.

So far as the cooperage industry and apple trade is concerned, the desired business condition, the early buying or placing of orders for barrels and barrel stock, so long urged, is growing more pronounced each year. The advance buying and order placing by the apple trade is specially to be noted this year as hundreds of our reports bring us the good news: "We have already contracted for our barrel supply" and "our contract for apple stock is already placed." This early buying means much to the barrel and stock man, as it does also to the apple barrel user, as it allows not only the care and attention on the part of cooperage and cooperage stock manufacturers, which is necessary in handling the business of the apple barrel trade, but it insures the grower or packer against the uncertainties which last-minute buying always carries.

Just what interest the apple season holds for all stock and barrel manufacturers who cater to this line of business, no matter where located, is well set forth by C. M. Van Aken, of the C. M. Van Aken Cooperage Co., New York, when he says:

"Right now it is the fruit crop that occupies the center of the stage in the minds of eastern cooperage stock manufacturers and dealers and this interest is shared by many who could hardly be classified as eastern, because the bulk of the apples that are grown in the east are barreled, and a good crop of apples means considerable activity in cooperage circles. Some eastern apples are shipped in bulk, but that only applies to the lower grades, and is not apt to affect the barrel business to any great extent. Some apples are shipped in baskets, but that only applies to early fruit and it has been demonstrated that baskets are not satisfactory for winter fruit that is to be held for any length of time. New orchards are being planted every year and new orchards are coming into bearing each year, so it is quite likely that the apple industry will hold the center of the stage in the minds of cooperage people for some time."

ILLINOIS APPLE PROSPECTS NEVER BRIGHTER OR MORE ENCOURAGING, SAYS JAMES HANDLY

QUINCY, ILL., June 22, 1922

EDITOR THE NATIONAL COOPERS' JOURNAL:

The outlook for abundant harvests of both summer and winter apples in the Middle West, notably in Illinois, was never brighter or more generally encouraging. Following the reaction of failing results in former seasons, growers are now anticipating the year of jubilee.

At the present time, duly authorized officials are making a tour of inspection through the Illinois orchards and have just finished observing orchards in the vicinity of Quincy. As it is well known that the northern counties of the state are devoted chiefly to growing of grain and stock, orchards in that section are not numerous and even those having existence, show evidence of neglect and indifference.

The inspectors report far more promising appearances when approaching the center of the state, and then when touring south into the noted apple belts.

The state inspectors commended the care, everywhere in evidence, that had been given to orchards near Quincy in praiseworthy terms. The least sanguine of apple growers here feel confident that Adams County, in which Quincy is situated, will require 25,000 barrels for packing and shipping apples. This estimate of the crop does not include apples that may be hauled away and sold from wagons or shipped in bulk.

While there are many counties that will not make the showing of Adams County, there are many others that will equal it in apple products, and, no doubt, a goodly number of counties will surpass Adams County with increasing harvest returns. It can be seen that in some orchards there will be many times more barrels of apples than were produced in 1921.

The large wholesale apple shippers prefer the full size barrel for their packing as it requires about the same time to head the half as the whole barrel, and time is always essentially important at harvest seasons. In order to secure ventilation, some of the packers approve of the custom of boring holes half to three-fourths of an inch in diameter near the bottom of the barrel, as air so admitted will be apt to prevent scalding when in cold storage.

In instances where apples are packed for shipping into retailing communities a decided preference is given to the barrelette, as many families can find place for a half barrel where a full barrel would require too much room and part of its contents might decay before being served on the family tables.

Apple growing in the western states is slowly but surely assuming the important position as a wealth product in all sections. While Adams County, Illinois, is by no means a leader in apple products, yet the value of its apple harvest in the present year will exceed $100,000, a very substantial asset. By making extra exertions this asset could be notably exceeded in value and counties not making the showing of Adams, could equal by putting forth proper efforts. The present custom of having properly equipped state officers to make annual inspection of orchards cannot be too highly commended. Growers are something like students in school, who strive in preparing to pass the tests of examination. Then again, an efficient inspector, when recognizing mistakes, is always willing to point out remedies for any existing evil.

Yours very truly,

JAMES HANDLY,
Founder of National Apple Day.

WEST VIRGINIA WILL HAVE LARGER YIELD THAN LAST YEAR

MARTINSBURG, W. VA., June 21, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

At present, it looks as if we will have through the Eastern Panhandle of West Virginia, consisting of Jefferson, Berkeley, Morgan and Hampshire Counties, more apples than last year, probably 30 per cent of two years' ago crop, which will amount to about 175,000 to 200,000 barrels. Of course, just how much of this fruit will develop into good commercial apples which will go into packages is only a guess, as the principal part of the crop will not be harvested until the latter part of September and during October. Also, there may be as much as 20 to 25 per cent. of the crop go into baskets and bulk, which will cut down the number of barrels used.

Trusting this information will be of some assistance to you in compiling your Apple Number, we are,

Yours very truly,

ROTHWELL-CATRELL CO.

INDIANA WILL HAVE ABOUT A 150,000 TO 200,000 BARREL YIELD THIS YEAR

INDIANA HORTICULTURAL SOCIETY
OFFICE OF THE SECRETARY
LAFAYETTE, IND., June 21, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Replying to your inquiry concerning our Indiana apple crop, will say that the present prospect is for about 40 per cent. of a full crop, and there is little probability of any material change in this estimate before harvest time except such as may occur through local storms.

It is very difficult for me to estimate the number of barrels which will be used, owing to the fact that a great many of the orchardists are now selling very largely from the orchard. This is especially true in seasons of light crop, when there are few apples in the farm orchards, which cuts a large figure in the number of barrels used. But, my guess would be that Indiana will use somewhere between 150,000 to 200,000 barrels this year. Early crop is handled almost entirely in baskets. I will be very much pleased to have a copy of your apple number when it is issued.

Yours very truly,

H. H. SWAIN, Secretary.

GEORGIA'S 1922 APPLE YIELD WILL BE ABOVE NORMAL

STATE COLLEGE OF AGRICULTURE
AND MECHANICAL ARTS
UNIVERSITY OF GEORGIA
DIVISION OF HORTICULTURE
ATHENS, GEORGIA, June 20, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

In answering yours of the 17th, will state that the apple crop in this state this year is above the normal. Of course, you recognize that the commercial apple district of Georgia is rather small, being composed practically of two counties. Their shipments last year were around 200 carloads. They should double that this year.

I cannot give you an estimate on barrels as practically all of their apples are shipped in boxes. No barrels are used.

As years go by, our apple crop, of course, will become larger and larger as the industry is on the increase.

Yours very truly,

T. H. MCHATTON, Horticulturist.

THE APPLE CROP AS REPORTED BY THE DEPARTMENT OF AGRICULTURE

The June 1st report of the Department of Agriculture on the 1922 apple crop, with conditions of the crop at the same time last year, as well as the ten-year average, for comparison purposes, follows:

	1922 Per cent.	1921 Per cent.	Ten-Year aver.	Forecast 1922 from conditions Barrels	Final Est. 1920 Barrels
Maine	75	98	85	882,333	1,353,333
N. Hampshire	85	85	83	375,000	233,333
Vermont	95	80	84	331,333	200,000
Massachusetts	85	58	83	924,666	375,000
R. Island	60	60	82	70,666	21,000
Connecticut	85	65	82	501,000	252,666
New York	89	48	77	9,882,666	4,185,666
New Jersey	75	35	75	630,000	222,333
Pennsylvania	66	24	70	3,344,000	736,000
Delaware	65	16	63	199,666	22,666
Maryland	45	16	63	421,333	75,000
Virginia	41	7	57	1,687,333	236,000
W. Virginia	36	9	54	1,527,333	140,000
N. Carolina	74	20	59	1,494,666	197,666
S. Carolina	66	65	67	116,000	97,666
Georgia	70	52	66	360,000	232,666
Ohio	58	33	62	2,553,000	1,130,000
Indiana	74	25	61	1,237,333	343,000
Illinois	81	32	63	2,417,000	793,666
Michigan	80	52	74	3,359,333	2,123,666
Wisconsin	84	66	83	496,333	350,000
Minnesota	88	71	80	357,333	300,000
Iowa	90	35	68	873,666	210,000
Missouri	80	8	62	2,385,333	160,000
South Dakota	102	60	82	77,000	42,000
Nebraska	90	15	66	360,000	41,666
Kansas	78	5	61	699,000	57,333
Kentucky	70	18	60	1,314,333	212,000
Tennessee	70	20	56	1,317,333	251,333
Alabama	70	55	63	380,000	296,666
Mississippi	76	51	62	90,000	48,333
Louisiana	60	58	63	18,666	11,666
Texas	69	48	65	1,210,333	91,333
Oklahoma	74	29	64	408,333	162,000
Arkansas	56	3	63	1,266,666	40,000
Montana	90	90	85	334,666	325,000
Wyoming	90	78	87	13,666	6,333
Colorado	94	55	73	1,287,333	10,666
New Mexico	70	30	63	355,666	161,000
Arizona	48	25	69	29,666	15,666
Utah	93	80	82	335,666	345,666
Nevada	81	40	67	19,333	8,000
Idaho	78	85	78	1,256,666	1,466,666
Washington	85	93	91	7,584,666	9,687,333
Oregon	80	90	85	1,749,333	2,222,333
California	83	58	79	2,407,000	2,133,333
United States	72.7	41.8	69.2	59,936,666	32,699,000

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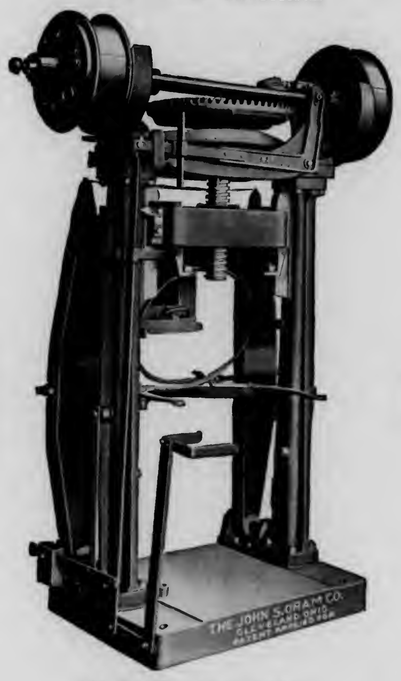

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ILLINOIS WILL HAVE 50 TO 60 PER CENT. OF A NORMAL CROP

FLORA, ILL., June 26, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

I just returned from a ten day's trip over the State, and my opinion of the prospects is that this State will produce the best crop of apples since the fall of 1915, but of course, not near as heavy as that year.

The quality at the present time is very good—generally. Some scab shows in certain localities, but very few coddling moths and blotch, up to date, although there is plenty of time for it to develop.

If there is no serious trouble developed between now and packing time, southern Illinois will show up with a fairly good volume of apples this fall. I would judge from 50 to 60 per cent. of a normal crop.

If there is such a thing as a 100 per cent. crop, peaches will be 100 per cent.

Yours truly,
F. H. SIMPSON COMPANY,
F. H. SIMPSON

PENNSYLVANIA WILL HAVE 63 PER CENT. OF AN APPLE CROP

PENNSYLVANIA
DEPARTMENT OF AGRICULTURE
HARRISBURG, PA., June 19, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

In reply to your communication of the 17th instant, I desire to say that according to information gathered by this Bureau on June 1st there will be approximately 63 per cent. of a normal crop of apples in Pennsylvania, which fixes the total or agricultural production at 10,344,000 bushels.

Should this condition continue until harvest time the commercial crop will approximate 3,000,000 bushels, or 1,000,000 barrels. Of course, you are well aware that not all the apples are shipped in barrels.

Most respectfully yours,
L. H. WIBLE,
Director, Bureau of Statistics.

APPLE CROP OF YORK COUNTY WILL APPROXIMATE 50 PER CENT., SAYS JOHN C. SCHMIDT

SPRINGWOOD FARMS
YORK, PA., June 19, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Replying to your letter of June 17, would say that we believe that the apple crop in York County will be approximately 50 per cent. of normal. With our own crop we are anticipating a little more, possibly 60 per cent.

Our requirements for barrels this year have already been covered; we expect to use 1,500 to 2,000 barrels.

From our inquiry and observation we are inclined to think that there will be a smaller quantity of selected fruit this year than last year due very largely to the prevalence of scab which seems to be generally more severe this year than last.

Yours very truly
SPRINGWOOD FARMS,
JOHN C. SCHMIDT, Prop.

HOW THE NEW JERSEY CROP IS HANDLED

NEW JERSEY
STATE HORTICULTURAL SOCIETY
BURLINGTON, N. J., June 21, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

In reply to your letter of the 17th inst. I wish to advise you that most of the apples from New Jersey are sent to Philadelphia and packed in the ⅝ bushel basket. For shipment to other points the bushel basket is coming to be more largely used all the time. Some barrels are used in the northern part of the State, but I have no data which would indicate the number used.

Yours very truly,
NEW JERSEY STATE HORTICULTURAL SOCIETY,
H. H. ALBERTSON, Secretary.

BOYERTOWN, PA., SECTION WILL HAVE A GOOD CROP

BOYERTOWN, PA., June 21, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

The apple crop looks pretty well in this section and should run about 75 per cent. Pest has, however, been very severe and I believe will cause considerable damage in orchards which were not well sprayed. The June drop was also heavy on Stayman and this variety will be light in spots, most other varieties are well set. A large percentage of the crop here goes into local consumption and not more than 2,500 barrels will be used.

Yours very truly,
FUNK FRUIT FARMS, INC.,
SHELDON W. FUNK, President.

CONDITIONS ARE FAVORABLE FOR A GOOD APPLE YIELD THROUGHOUT CANADA

DEPARTMENT OF AGRICULTURE
CANADA
FRUIT COMMISSIONER'S OFFICE
OTTAWA, June 23, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

I have your request of the 17th instant for information regarding the apple crop prospects in Canada, for inclusion in THE JOURNAL'S Annual Apple Number, which goes to press on or about July 1st.

Throughout June, the drop has been exceedingly heavy on all varieties and the crop prospects, as indicated by the blooms, have been very considerably reduced. However, there is still sufficient on the trees to give a crop of approximately 80 per cent. of that of last year in British Columbia, 150 per cent. in Ontario, 200 per cent. in Quebec, 110 per cent. in New Brunswick and 70 per cent. in Nova Scotia.

In British Columbia the Duchess and Wealthy crops will be light, McIntosh fair, Delicious, Newtons, Spitzenbergs and Rome Beauty, average and Jonathans and Grimes Golden heavy. However, conditions vary in the various districts, and it is impossible to give even an approximate idea of the crop for probably another two weeks.

In Ontario the present prospects for all varieties, with the exception of Spies, Baldwins and Greenings, are exceptionally good. McIntosh is particularly heavy especially along the River St. Lawrence districts, where this variety originated.

In Quebec there is also an indication of a good crop of all varieties with the possible exception of Wealthy, which bore a heavy crop last year. In the Abbotsford district, the crop will be probably 300 per cent. greater than that of last year.

Conditions in New Brunswick have not sufficiently advanced to allow of an estimate of the crop being given, but indications are quite favorable for a good crop on all varieties. Since blooming time, weather conditions have been quite satisfactory and there are no infestations of either insects or diseases.

In view of the fact that Nova Scotia had a particularly heavy crop during each of the last three years, it was hardly to be expected that this year's crop would equal that of last year. Ribstons, Gravensteins, Kings and Fallawater promise but a fair crop, Starks, Baldwins, Blenheims and Russets are very light.

I shall be pleased to forward you a copy of the Fruit and Vegetable Crop Report, which we expect will go to press during the first week in July.

Yours faithfully,
G. E. MCINTOSH, Acting Commissioner.

VERMONT WILL HAVE 60 PER CENT. OF A FULL CROP THIS YEAR, SAYS M. B. CUMMINGS

UNIVERSITY OF VERMONT
AND STATE AGRICULTURAL COLLEGE
BURLINGTON, VT.

June 20, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Concerning your request of June 17th, will say that the apple crop in Vermont probably will not be more than 60 per cent. this year. The trees blossomed heavily and fully, but several varieties did not set well and there has been quite a heavy June drop. The Baldwins, McIntoshes and Northern Spies have been disappointing in the set of fruit.

Very truly yours,
M. B. CUMMINGS,
Professor of Horticulture.

A LARGE VARIANCE IN 1922 CROP YIELDS OF DIFFERENT KINDS OF APPLES, SAYS G. H. HARRISON

BERLIN, MD., June 16, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Replying to your letter of June 15th relative to the apple crop prospects, we beg to state that we will have about 75 per cent. of a full crop of Yellow Transparent apples, about 80 per cent. of a full crop of Williams Early Red, which are both early apples. We will have a 60 per cent. crop of Wealthy, not more than 25 per cent. of Grimes Golden. Such varieties as Stayman Winesap, Paragon, Winesap, Delicious, Nero and Stark show about average of 25 to 35 per cent. of a full crop; York Imperial, about 75 per cent. normal crop; Gano, Ben Davis, 50 per cent. normal crop. It is hard to estimate what a crop will be because of the variances of each and every orchard.

Very truly yours,
HARRISONS' NURSERIES,
G. HALE HARRISON,
Mgr. Sales and Treas.

MISSOURI WILL HAVE FROM 65 TO 75 PER CENT. OF AN APPLE CROP

MONETT, MO., June 20, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Referring to your favor of the 17th, will state that the apple crop in this district is fairly good. Varieties will run something like 65 to 75 per cent. of a normal crop. Ben Davis, about 40 per cent. Fruit all seems to be in good condition. Weather conditions have been favorable for the development of good fruit. I don't believe I can give you the estimate as to the number of barrels that is likely to be needed, but there will likely be used between 400,000 to 500,000 barrels in the Ozark territory.

Yours very truly,
THE OZARK FRUIT GROWERS ASSOCIATION
J. W. STROUD, Secretary.

MICHIGAN APPLE GROWERS ARE PRODUCING QUALITY FRUIT

Contributing to THE JOURNAL'S July apple number, R. C. Sabin, Secretary Mason County Horticultural Society, Ludington, Mich., sends us an interesting article from *The Ludington News*, of June 18, which article reporting from Summit, Mich., says:

"The present outlook for fruit is very good. While not as large as some years, the crop is expected to be of exceptionally fine quality.

"Never before have so many people spent so much time in the orchards with the spray pumps. Those who have always attended to this important item in fruit culture are doing the same as usual and many new persons have been added to the list this particular season. The amateur sprayer may not be able to do the work at the exact stage as an experienced person might but, nevertheless, the fruit will be benefited. This action on the part of the fruit growers tends to bring about a better grade in the output of fruit which will eventually call for more buyers and make prices more staple in this region."

ONTARIO WILL HAVE AN APPLE CROP YIELD OF APPROXIMATELY 1,250,000 BARRELS THIS YEAR, SAYS DIRECTOR HODGETTS

ONTARIO
DEPARTMENT OF AGRICULTURE
FRUIT BRANCH
TORONTO, June 20, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

The bloom on orchards in all parts of Ontario was heavy, with the exception of Baldwins. The set has been favorable in most localities, as good weather prevailed during the blossom. As is often the case, later reports show that with some varieties a heavy bloom does not always mean a good set and many growers have been disappointed this year when the apples have formed, to find that what appeared to be excellent prospects have not materialized. However, the crop is on the whole very good at present, with excellent weather for growth as contrasted with 1921. Early apples up to and including Snows, McIntosh and Wealthy are especially promising, with Russets and Greenings in winters.

We do not look for as heavy a crop as in 1920, when the commercial crop totaled 1,621,000 barrels, but would estimate roughly about half way between that and the commercial pack of last year, which was 960,000 barrels. This would figure out about 1,250,000 barrels for the present season. The only factor that might increase this somewhat would be the orchards are recovering from the winter of 1917-18, and much better care has been given them in all parts of the Province.

The bulk of the crop will be packed as usual in barrels, with hampers and boxes used to a certain extent for the early varieties and part of the winter dessert kinds.

Yours very truly,
P. W. HODGETTS,
Director.

APPLE CROP BRIEFLY REPORTED

G. S. CHRISTY, SECRETARY CENTRAL ASSOCIATION, JOHNSON, NEB., reports a good apple crop for their section this year. Mr. Christy advises that the Central Association will use between 20,000 and 30,000 barrels, which packages they purchase either made up or knocked-down and from manufacturers offering best advantages. After July 6th, Secretary Christy says they will be ready to receive apple barrel quotations covering their needs.

THE LAUREL COMPANY, LAUREL, IND., reports 25 per cent. of a full crop of apples for their section this year. They will need 4,000 barrels for their packing and are now in the market for their supply.

FREDERICK BARTENSTEIN, THE PLAINS, VA., reports that apple crop conditions are excellent in his section and that a 30 per cent. yield is looked for. Mr. Bartenstein will use probably 1,600 barrels for his packing, being in the market now for his supply.

NORMAN W. CASPER, NEW BURNSIDE, ILL., reports a good apple crop for his section this year. Mr. Casper says he will use no barrels, but baskets for his 1922 packing.

C. O. LEMMON, PETERSBURG, IND., reports a good crop of apples for his locality this year. Mr. Lemmon will need no barrels as he sells locally, in bulk.

J. A. ENGLISH, MORROW, ARK., writes that about a third of a crop will be harvested in his section this year. Mr. English has no package needs, as he ships his fruit in bulk.

LILLY ORCHARD FRUIT CO., LILLY, ILL., report 60 per cent. of a full crop as the expected apple harvest in their locality this year. They advise that they already have on hand enough barrels to take care of such fruit as they pack in barrels. The most of their apples are shipped in bulk.

H. A. TAYLOR, JR., RIVERTON, N. J., reports a good apple crop for his section this year. Mr. Taylor advises he will need no barrels.

E. E. HILL, SOUTH HERO, VT., reports that the apple crop in his section will be very good this year and that he will use 1,000 barrels for his packing. Mr. Hill has his barrels made up, but is not in the market right now.

W. A. IRVIN, SPRINGFIELD, MO., reports 80 per cent. of a full crop for his section this year, and advises that he will use 2,000 barrels for his own packing, which barrels he purchases from nearby coopers.

FRED CARLTON, WYOMING, N. Y., reports about 60 per cent. of a crop for his section this year. Mr. Carlton estimates that about 40,000 barrels will be used in his immediate neighborhood for packing the fruit.

A. T. NELSON & SON, LEBANON, MO., report that the apple crop in their section will be very poor this year and that they will use but 500 barrels.

F. H. FERGUSON, APPLETON, N. Y., reports a very good crop for his section this year. Mr. Ferguson advises that he will use 25,000 barrels for his own packing, which barrels are purchased from nearby Coopers.

H. B. WAYLAND, HEARDS, VA., advises that their section will have about 30 per cent. of a normal crop this year. Mr. Wayland will use 6,000 barrels for his own packing, which barrels they make in their own plant.

BARNHART BROS., CRIMORA, VA., report that while some orchards in their section have a full crop, others will have no fruit at all, so that an estimate of about 25 per cent. of a crop can be made for the entire locality. Barnhart Bros. will use but few barrels this year, and as they already have some packages on hand they are not in the market at present.

W. E. GROVE, YORK SPRINGS, PA., reports 40 per cent. of an apple crop for his section this year. Mr. Grove writes that while he may use baskets for his fruit, he is, nevertheless, interested in barrels as a package for his apples and, therefore, he desires to hear from barrel manufacturers.

A. W. DRINKARD, JR., BLACKSBURGH, VA., advises that his locality will not have over 25 per cent of an average crop this year. As Mr. Drinkard has no fruit in his orchard he has no package requirements.

JAMES A. GREEN, CUBA, MO., reports 75 per cent. of a full crop for his section this year. Mr. Green gave no information as to his package needs, but advised that he secures his barrels from St. Louis.

W. H. HART, ARLINGTON, N. Y., reports 200 per cent. of the 1921 yield, as the 1922 yield for his section. Mr. Hart handles about 25,000 barrels annually and such packages as he will need this year he already has on hand. A special point of Mr. Hart's report is that he mainly uses other packages than the barrels in the handling of his fruit. Why not all barrels, Bro. Hart?

MCCUE & SON, GREENWOOD, VA., reports 35 per cent. of a crop for their section this year. They will use 1,800 barrels for their own packing, which barrels they advise will be purchased from nearby coopers.

WESLEY WEBB, DOVER, DELAWARE, writes that this section will have about 80 per cent. of a full apple crop this year. Mr. Webb will need 300 barrels and will want his packages in September.

ADAMS CO. PACKING & DISTRIBUTING CO., BIGLERVILLE, PA., reports 30 per cent. of a full crop as the expected apple yield of their section. They will use 10 000 barrels for their packing, which barrels they manufacture themselves.

P. S. FENSTERMACHER, ALLENTOWN, PA., writes that his locality will have about 25 per cent. of an apple crop this year. Mr. Fenstermacher will use two carloads of barrels for his own packing, which barrels have already been purchased.

CHAS. A. SMITH, CLEAR SPRING, MD., reports a third of a crop for his locality this year and also advises that he will need about 500 or 600 barrels for his own packing, which barrels are secured from nearby coopers. Mr. Smith has the only Black Twig crop in his county, the yield of which will be about 100 bushels.

FRANK E. RUPERT, GENEVA, N. Y., reports only a fair apple crop for his section this year. Mr. Rupert advises that he will need no barrels, as his fruit is marketed through a co-operative Market Association.

G. W. ARMSTRONG, LISBON, OHIO, reports 20 per cent. of a crop for his section this year. Mr. Armstrong failed to advise of his package needs.

W. P. ROGERS, WILLIAMSON, N. Y., reports 50 per cent. of a full apple crop for his locality this year. Mr. Rogers will use 3,000 or 4,000 barrels for his fruit packing, which barrels he already has on hand.

C. J. FERGUSON, BURLINGTON, VT., reports a full crop for his section this year. Mr. Ferguson will need 5,000 barrels for his own packing, and he is now in the market for his supply.

T. W. ABBOTT, RILEYVILLE, VA., advises that only about 10 per cent. of a crop will be harvested in his section this year. Mr. Abbott says he will need a few cars of barrels for his own use, and is now in the market for barrel quotations in car lots.

C. S. ABBOTT, ANTRIM, N. H., reports a good crop of apples for his locality this year. Mr. Abbott writes that he will use barrels for his fruit, and that the packages are supplied by nearby coopers.

L. R. BRYANT & CO., PRINCETON, ILL., report from 65 to 70 per cent. of a full crop for their section this year. They will use from one to two carloads of barrels for their packing, which barrels are secured from nearby coopers.

COMMERCIAL ORCHARD CO., ALMA, ILL., report a fair crop of apples for their section this year. They will use about 5,000 barrels for their 1922 packing, which packages they already have on hand.

B. J. PARTRIDGE, BIRMINGHAM, N. Y., reports a full crop for his section this year. Mr. Partridge is no longer interested in apple and produce business, but he still keeps close track of the prospects in these lines, and he admits that all kinds of fruit and crops are looking good.

G. M. LINCOLN, BENTONVILLE, ARK., reports 50 per cent. of a full crop of apples for his section this year. Mr. Lincoln advises that he will use 2,000 barrels for packing his fruit, which barrels he secures from local coopers. Mr. Lincoln further advises that he expects to use many baskets this season. Why, Bro. Lincoln?

BURTON FRUIT CO., MITCHELL, IND., reports 25 per cent. of a crop for his locality this year. They will use 3,000 barrels for their own packing, and are now in the market for their supply.

CLARK ALLIS, MEDINA, N. Y., report a good apple crop for his locality this year. Mr. Allis will use 2,000 barrels for his packing, which supply is purchased from nearby coopers.

H. M. RISK, DUNDAS, ONT., reports a bumper crop for his section this year. Mr. Risk will need in the neighborhood of 50,000 barrels for his own packing, and is now in the market for staves, hoops and heading, sufficient for making his supply.

EDWARD HUTCHINS, FENNVILLE, MICH., reports 70 per cent. of a full crop this year. Mr. Hutchins markets his fruit through an Exchange and advises that he will use from 600 to 800 barrels for his packing.

E. U. PLUNK, DECATUR, ARK., reports 85 per cent. of a crop of summer and fall apples and a 40 per cent. yield of winter fruit as the expected harvest in his section this year. Mr. Plunk will use 10,000 barrels in the packing of his 1922 apples, but says he uses mostly boxes and baskets.

R. C. SABIN, LUDINGTON, MICH., reports 60 per cent. of a full crop for his section this year, with all the fruit at present in O.K. condition. Mr. Sabin advises that Mason County will use about 40,000 barrels, which are supplied by a packing association. Personally, Mr. Sabin sells his fruit to packers in crates.

C. C. DRAPER, LEBANON, MO., reports a good crop of apples for his locality this year, with the exception of Ben Davis. Mr. Draper says that he cannot tell yet as to his barrel needs—as he may ship in baskets. Barrel manufacturers might help Mr. Draper decide on his apple package. Do it now.

J. MACFLICKINGER, FANNETTSBURG, PA., advises that the early spring frosts did much damage to the apple crop in his section. Mr. MacFlickinger says he will need 1,000 barrels for his packing, but will not be in the market for his supply until September 1st.

WHITEFORD BROS., WHITEFORD, MD., report 60 per cent. of a full apple yield for their section this year. Whiteford Bros. are in the market for apple barrels in carload lots and desire quotations F. O. B. Whiteford, Md.

L. C. ROOT & SON, FARMINGTON, CONN., report 50 per cent. of a full crop for their section this year. They gave no information as to package requirements, but advised that barrels are purchased from nearby coopers.

COPE & SONS, SALEM, ILL., not only report a 75 per cent. crop for their section this year, but advise that the quality of the fruit will be good. Cope & Sons will probably ship 30 cars of apples in half barrels. They will be in the market for their barrels later.

CADY COOPERAGE CO., ROGERS, ARK., report a poor crop for their section this year, only about 40 per cent. of a yield. They advise that they will not need many barrels.

W. F. KAMPF, COOLVILLE, OHIO, reports that his section will have a 50 per cent. apple yield this year. Mr. Kampf will use 2,000 barrels for his own packing, which supply is already contracted for.

J. D. GRASTY, COLEMAN FALLS, VA., reports only a slight crop of apples for his locality this year, not more than 35 per cent. being the expected harvest. Mr. Grasty advised that he was not in the market for barrels.

HENRY P. CORWITH, SALUDA, N. C., advises that his section will harvest about 60 per cent. of a full apple crop this year. Mr. Corwith will need about three carloads of barrels for his packing, and is now in the market for his supply.

J. H. BRYAN, GLENWOOD, W. VA., reports that the apple crop in his section will not be so good this year, and that he will use no barrels whatever.

D. T. STEPHENS, CHRISTIANSBURG, VA., writes that the apple crop is bad in his locality this year. Mr. Stephens advises that he will use 2,000 barrels for his packing, however, which supply is secured from nearby coopers.

H. F. BUCK, ELBERFELD, IND., reports 50 per cent. of a full crop for his locality. Mr. Buck will need 2,000 barrels for his own packing and is now in the market for his supply. Quote price.

COOK ORCHARD CO., FAYETTEVILLE, ARK., reports about 40 per cent. of a yield for their section this year. Their own orchards will have a full crop and they will use 8,000 barrels for their packing, being in the market now for their barrel supply.

FRED HUTCHINSON, CLYDE, OHIO, writes that the apple crop in his locality will be very poor this year and that he will need no barrels.

C. HERBERT MCCLUE, NEWFANE, N. Y., advises that his section will have a full crop of early apples and about a 50 per cent. yield of late and winter fruit. Such barrels as Mr. McClue will need for his own packing, he already has on hand.

L. J. REED, PROCIOUS, W. VA., reports about 50 per cent. of a full crop for his locality this year. Mr. Reed supplied no information as to his package needs.

C. C. BELL FRUIT FARM, BOONVILLE, MO., reports about 40 per cent. of a full crop for their section this year. The C. C. Bell Fruit Farm advises that they hope to sell their fruit in bulk, and if they do, will need no barrels. If they do not, they will need barrels.

HIGHLAND ORCHARD COMPANY, MARTINSBURG, W. VA., advises that their section will have about 25 per cent. of an average apple yield this year. They say that they will use no barrels.

A. A. HALLADAY, BELLOWS FALLS, VT., advises that winter apples in this section are practically all gone, but that some fall varieties will be harvested. Mr. Halladay writes that they had a very full bloom, but that the fruit had nearly all fallen off. He gave no information as to his packing needs.

B. G. PRATT, 50 CHURCH STREET, NEW YORK, reporting on the Jefferson County, W. Va., yield, advises that only about 10 to 15 per cent. of a crop will be harvested in that section this year. Mr. Pratt says he will need only about 400 or 500 barrels for his packing, which barrels will be purchased from local coopers.

CHAS. DICKINSON, LINCOLN, NEB., advises that there are no commercial orchards in his section. As to barrel needs, Mr. Dickinson reports that "at present time, think I will need none."

PENNINGTON GEISSLER CO., EVANSVILLE, IND., reports 75 per cent. of a full crop for their section, 30,000 barrels, this year. As to individual barrel needs, the Pennington Geissler Co. advises that they do not pack.

JAY M. SAGE, CHARDON, OHIO, reports a good apple yield for his section on all fruit with the exception of Baldwins. He says he uses no barrels, only baskets.

W. L. MINNICK, CHAMBERSBURG, PA., reports about one-third of a full crop for his locality this year. Mr. Minnick did not say how many barrels he would use for his 1922 packing, but advised that he had already contracted for his supply.

CHAS. M. CONANT, WINTERPORT, MAINE, reports that the apple bloom is not setting well and that the expectation is about 40 per cent. of a crop. Mr. Conant will need 1,000 barrels for his own packing this year, which barrels he will make. He is now in the market for hoops and heading.

L. R. TAFT, EAST LANSING, MICH., advises that his section will harvest 50 per cent. of a winter crop of apples this year. Such barrels as Mr. Taft will need for his own packing he already has on hand.

PHIL H. GOLD, WINCHESTER, VA., reports 30 per cent. of an apple crop for his locality this year. Mr. Gold will use from 1,500 to 2,000 barrels for his packing which supply is purchased from home coopers.

E. C. HENSHAW, MARTINSBURG, W. VA., advises that his section will have about 25 per cent. of a full crop, about 150,000 barrels. Mr. Henshaw will use 12,000 barrels for his own packing, which supply is already on hand.

ROCKLAND ORCHARDS, D. B. OWEN, MANAGER, DOYLESVILLE, VA., report from 2 per cent to 40 per cent. of an apple yield in their section this year. Mr. Owen says that some orchards down their way will have very small if any yields, while others will have fairly good yield. They will use 4,000 barrels for their own packing, but as they operate their own cooper shop, they supply other growers as well as themselves. Mr. Owen advises that they will be in the market for elm hoops and heading in August. Quote now.

S. J. T. BUSH, MORTON, N. Y., reports 70 per cent. of an apple crop for his section this year, with Baldwins scarce. Mr. Bush will use 3,000 barrels for his packing but half, to two-thirds of the crop in his locality will go in bushel baskets. Mr. Bush buys his barrels from local coopers.

J. H. KARNS, CHAMBERSBURG, PA., reports 40 per cent. of a full crop of apples for his locality this year. Mr. Karns will use 10,000 barrels for packing his 1922 yield, which packages he makes.

F. W. DIXON, HOLTON, KANSAS, reports only about 25 per cent. of a full crop of apples as the looked-for yield in his section this year. Mr. Dixon advises that he will need no barrels.

HILL CREST ORCHARDS, LAFE MARKS, SPRINGDALE, ARK., reports only about 25 per cent. of a full crop for his section this year. Mr. Marks will use about 8,000 barrels for his 1922 packing, which barrels he has already on hand, having carried over a supply from last year.

R. R. ROBERTSON, NORWALK, OHIO, reports 35 per cent. of a crop for his section this year. Mr. Robertson advises that he is using bushel baskets this year for his packing.

RIVERVIEW ORCHARDS CO., MCBAINE, MO., report a good apple crop for their locality this year. They will use 2,000 barrels for their own packing and will be in the market for their supply about August 1st.

S. WALTER STOUFFER, SHARPSBURG, MD., advises that his section will have about 25 per cent. of a crop of apples this year. Mr. Stouffer says that the fruit is in good condition and that he will use 800 barrels for his packing, which barrels he will purchase from nearby coopers.

L. W. CUSHMAN, ORONOGO, MO., does not report as to apple crop prospects, but does say that he will possibly use one car of apple barrels.

ALGOMA ORCHARDS, CALLAWAY, VA., report about 60 per cent. of an apple crop for their locality this year. They will use between 5,000 and 6,000 barrels for their 1922 packing, which barrels they purchase locally.

H. S. FOSTER, NORTH CALAIS, VT., advises that his section will have a good, in fact, an excellent apple yield this year. Mr. Foster says his use of barrels may be limited, as he is still thinking of "high price" and "scarcity" conditions of recent years. Further, he says "transportation costs are considerable." However, Mr. Foster is in the market to receive apple barrel quotations.

H. M. DUNLAP, FLORA, ILL., reports 50 per cent. of a full crop of apples for his locality this year. Mr. Dunlap will use 50,000 barrels for his own packing, which barrel supply he has already purchased.

F. L. ESTABROOK, ATHENS, PA., reports from 25 to 40 per cent. as the expected apple crop in his section this year. Mr. Estabrook has stock already on hand for such barrels as he will need for his own packing.

A. I. HALL, ROCHESTER, N. H., advises that his locality will have a rather poor crop this year. Mr. Hall will need 1,200 for his own packing and will supply about 8,000 to other growers. He buys his own supply and the packages he sells already made up.

H. L. ALEXANDER, MARTINSBURG, W. VA., reports a 25 per cent. average as the apple crop prospects this year in his section. Mr. Alexander advised that he will use no barrels this season.

CHARLES E. LYMAN, MIDDLEFIELD, CONN., reports about 60 per cent. of a full crop as the apple yield in his section for 1922. Mr. Lyman will need 1,000 barrels for his own packing, but will not be ready for his supply until about September 15th.

H. BARNUM, BAILEY, MICH., reports an A-1 apple crop for his section this year, but says he will use no barrels. How come, Brother Barnum?

OHIO ORCHARD CO., MULFORD CENTER, OHIO, reports about 25 per cent. of a normal crop for their locality this year. The Ohio Orchard Co. advise that as their own crop is mostly summer varieties of fruit they will use few, if any, barrels.

A. ORNDORFF, STRASBURG, VA., advises that his section will have a very poor apple yield this year. Mr. Orndorff says he has orchards, but no apples, and that such few barrels as are needed will be purchased locally.

GEO. A. MCMILLEN, ALTON, ILL., reports that Calhoun County will harvest about 50 per cent. of a full crop this year and that possibly 500,000 barrels will be needed for packing the fruit. Such barrels as Mr. McMillen needs will be purchased from nearby coopers.

S. M. FULTON, SLEEPY CREEK, W. VA., reports 40 per cent. of a full crop for his section this year. Mr. Fulton advises that he will use 4,000 barrels for his own packing, which barrels he manufactures himself.

R. F. FLESHMAN, PETERSTOWN, W. VA., advises that the yield of apples in his locality this year will be very poor. Mr. Fleshman says that in view of conditions he will use no barrels.

WM. B. ALWOOD, GREENWOOD, VA., reports only about 13 per cent. of a crop yield for his locality this year, while the general crop throughout his locality will be below 25 per cent. of a crop. Mr. Alwood says he will need 1,000 barrels for the packing of such fruit as he has, which packages he purchases locally.

GRAND ISLE ORCHARD CO., BURLINGTON, VT., report a good apple crop for their locality this year. They will use 1,000 apple barrels this year for their packing, which barrels they purchase from New York state coopers.

WILLIAM BRIMBLE COMBE, CARMI, ILL., reports a good average crop for his section this year. Mr. Combe will use 3,000 barrels for his 1922 packing, which packages he buys from nearby coopers.

G. P. WAUGH & SONS, WELLSBURG, W. VA., report a 60 per cent. apple yield for his locality this year. Mr. Waugh advises that they will use one car load of apple barrels, although he says that they use mostly bushel baskets for their fruit. Mr. Waugh has not yet purchased his barrel supply so must be in the market for quotations.

JOHN W. DAVIS, CLARKSVILLE, MO., reports from 50 to 75 per cent. of an apple yield for his section this year. Mr. Davis says that if prices are right that he will probably use 20,000 barrels. There is no doubt but that Mr. Davis will place his barrel order and that he will be well satisfied with service rendered.

THE CLAREWIN COMPANY, CROZET, VA., report 50 per cent. of a crop as the apple yield for their section this year.

JARMAN GAP ORCHARDS ASSOCIATION INC., CROZET, VA., report 50 per cent. of an apple crop for their section this year. The Association will use about 15,000 barrels for packing purposes, which barrels are purchased from local manufacturers.

JOS. S. KERR, SHERMAN, TEXAS, reports 50 per cent. of a full crop for his locality this year. Mr. Kerr advises that most of the fruit of his section is handled in bushel baskets and bushel boxes.

JOHN F. BOYER, MIDDLEBURG, PA., reports that his section will have a 60 per cent. crop this year. Mr. Boyer says he will need no barrels as he will likely ship his fruit in bulk.

FENNVILLE FRUIT EXCHANGE, FENNVILLE, MICH., report about an average crop of apples for their section this year. The Exchange will use 10,000 barrels for their packing, stock for which barrel supply they have already purchased.

ALLEGHENY COUNTY (PA.) FRUIT CROP SURVIVES FROSTS

Report from Pittsburgh, Pa., under date of June 19, says surveys conducted by horticultural agents in Allegheny county indicate a considerable portion of the fruit survived the severe frosts and freezing temperatures of several nights when the trees were in bloom and shortly thereafter.

W. D. Benedict, former agent of the Allegheny County Farm Bureau, who was in charge of the examinations in this section until his resignation went into effect June 1, said his inspections indicated the apple crop of the county would be 40 per cent. normal; peaches, 25 per cent.; plums, 25 per cent.; grapes, 100 per cent. and pears, 40 to 50 per cent.

BUFFALO COOPERAGE MARKET

The slack cooperage trade is quiet, with most coopers holding off until they see what is going to develop in the railroad situation. The talk of a strike causes some concern, though many believe that not much trouble will result from this cause. As July 1st is the date when railroad freight rates are to be reduced, some are waiting for this long-looked-for event to happen. Whether this will produce more buying of cooperage material remains to be seen, but there is a good deal of apathy manifest among buyers at this time.

Prices are not much changed from a month ago and are generally called uncertain. Some of the mills say they are doing little in cooperage at present, and it is stated that more money can be obtained for the timber when it is used for lumber than for cooperage stock. The activity in the building business has given a big impetus to the call for all sorts of lumber and raised the prices on low grades, which are going into flooring as well as other material.

Why Coopers Should Hold Barrel Prices Steady

The average package consumer thinks that prices ought to ease off some and he continues to look around for a substitute which will be cheaper than the barrel. A good many apple growers are said to be still using baskets, despite their inferiority to barrels, and much competition from this source will be seen this season. One authority in the cooperage trade says he believes it will take about two years to get straightened out again, so that barrel-buying will be on a normal basis and costs reduced.

Expect New York Apple Crop Will Be Large

The apple crop is expected to be quite large and the weather now is very favorable. So much rain has fallen lately that the ordinary June drop as it is called, should not be large. Barrel prices are expected to be about 60 cents, though no direct movement of barrels or stock is reported yet. It is said that frost has cut the apple crop down about 10 per cent. this year, with much greater reduction reported from the Hudson Valley. In some localities there it is estimated that as much as 50 per cent. damage was done by frosts. The situation in the pear crop is stated to be about the same as in apples. Altogether the crops promise to turn out quite favorably this year.

Canada Fears Apple Barrel Shortage

A report from Canada states that a shortage of barrels is feared in the fruit-growing districts. The Canadian Horticultural Council, after making a thorough survey of the apple barrel situation, announces a decided shortage of cooperage stock to take care of the unusually heavy apple crop this year. The council has urged growers to place orders immediately for at least 50 per cent. of their requirements.

Cider and Vinegar Manufacturers Are Interested in Apple Crop

A survey of the apple crop outlook was made in May by the American Cider and Vinegar Manufacturers' Association, with headquarters in Rochester. William W. Armstrong, counsel for the association, said:

"Early apple crop predictions indicate a fair yield throughout New York State. The apple men do not look for a heavy crop, but believe that the supply will be equal to the demand. Predictions by some brokers on the yield of Baldwins, which form about 65 per cent. of the commercial apple crop of the State, place the yield as low as 35 per cent. of the normal crop. Greenings, russets and other varieties are reported to be in good shape."

Tight Cooperage Manufacturers Are Heavily Booked Ahead on Orders

The situation in tight cooperage is summed up by one manufacturer as follows: "We are so heavily booked ahead that all sales must be subject to our confirmation until further notice. To protect those who have contracted with us, we shall be unable to book many new orders where rush shipments are needed."

New tight barrels for vinegar are quoted as follows: White oak, $2.70; red oak, $2.50; gum, $2.40. A general advance in prices has lately taken place. New barrels are said to be more wanted than second-hand which are about $2.

After being closed down for a year, the Churchville, N. Y., hoop factory has been reopened by George P. Thielen.

CONSUMPTION OF STAVES IN THE UNITED KINGDOM

Reporting recently from London, Trade Commissioner Alexander C. Dye writes that the principal uses of tight staves in the United Kingdom are in the manufacture of barrels for beer and other brewery products and for whisky barrels. Other uses are for cider, vinegar, etc., and that slack staves are principally used for cement barrels, chemicals, china clay, and herring boxes. While a small amount of staves is manufactured in the United Kingdom, both for tight and slack barrels, the quantity is so small as to be negligible, and practically all staves are imported.

For beer barrels, oak from Memel is preferred, although there has been, particularly during the war years, a considerable consumption of American oak. For whisky barrels, American oak is used almost exclusively. For slack cooperage, most of the staves are of pine, imported from Sweden, Norway or Finland in the shape of shooks, sawn and chamfered with headings ready for use, and are packed three barrels complete, ready to handle.

Memel Pipe Stave Is Unit of Computation

The unit of computation is the Memel pipe stave, which is 66 to 73 inches long, 3 inches thick, and 6 inches wide. All other sizes are, for the purpose of computation, reduced to that one size of standard stave.

Prices for staves are quoted by the "mille" of 1,200 pieces (based on the old Teutonic "long hundred" of six score), it being understood in the trade that each "piece" is the unit pipe stave or "standard stave" given above. The price for smaller sizes is then computed from this quoted price in the manner indicated below. The usual nomenclature is as follows:

European Nomenclature

	Ft.	In.	Ft.	In.	
Memel pipe	5	6	to 6	0	The longer lengths, 5 inches or more broad, the shorter descending to 4 inches; the thicknesses (on the thin edges) ranging from 1 to 3 inches.
Brandy pipe	4	6	to 5	5	
Long hogshead	4	3	to 4	5	
Short hogshead	3	7	to 4	2	
Long barrel	3	2	to 3	9	
Short barrel	2	10	to 3	1	
Long heading	2	4	to 2	9	
Short heading	1	6	to 2	1	

American or Quebec Nomenclature

	Ft.	In.	In.		
Pipe	5	6	long 5	broad	From 1 to 3 inches thick on the thin edge.
Hogshead	4	6	long 4½	broad	
Barrel	4	0	long 4	broad	
Heading	2 6 / 1 6		long 5	broad	

There follows a reduction table for Memel oak staves. The first line across the top "12/4, 10/4," etc., means 12 quarters, *i. e.*, 3 inches, 2½ inches, etc., in thickness. To illustrate the use of this table, let us assume that the price of staves is £700 per mille of 1,200 pieces. The price of long barrel staves, 38 to 45 inches long and 1¼ by 3 inches broad, would be one-tenth of £700, or £70 per mille. If, as in the case of American long barrel staves, they were 1¼ by 4½ inches broad, then 50 per cent. would be added, and they would therefore equal Memel staves at £105 per mille.

Reduction Table for Memel Oak Staves

Lengths	12/4, 3" x6"	10/4,2½" x5"	9/4, 2¼" x4½"	8/4, 2" x4"	7/4, 1¾" x3½"	6/4, 1½" x3"	5/4, 1¼" x3"	4/4, 1" x3"
Pipe .....66"/73"	1/1	4/5	2/3	1/2	1/3	1/4	1/5	1/6
Brandy .....54"/65"	3/4	3/5	1/2	3/8	1/4	3/16	3/20	1/8
Long hogshead .....52"/53"	2/3	8/15	4/9	1/3	2/9	1/6	2/15	1/9
Short hogshead .....46"/51"	3/5	12/25	2/5	3/10	1/5	3/20	3/25	1/10
Long barrel .....38"/45"	1/2	2/5	1/3	1/4	1/6	1/8	1/10	1/12
Short barrel .....32½"/37"	2/5	8/25	4/15	1/5	2/15	1/10	2/25	1/15
Long heading .....26"/32"	1/3	4/15	2/9	1/6	1/9	1/12	1/15	1/18
Short heading.....20"/25"	1/4	1/5	1/6	1/8	1/12	1/16	1/20	1/24
Short short heading....17"/19"	1/5	4/25	2/15	1/10	1/15	1/20	1/25	1/30
Ends .....15"/16"	1/6	2/15	1/9	1/12	1/18	1/24	1/30	1/36

Sources of Supply

Imports from Russia had been steadily growing during the five years preceding the war—from 62,308 loads per annum in 1909 to 92,109 loads in 1913. From Norway the imports had decreased from 18,129 loads to 13,460 loads. The importation from Sweden had practically doubled—from 19,414 to 40,526 loads. Imports from the United States had likewise increased from 19,272 to 30,684 loads. Imports from Germany had decreased from 5,821 to 3,178 loads. Imports from Canada remained practically stationary. It should be borne in mind that the statistics in regard to Russia include Finland and that the imports from Germany were really imports from Poland, most of which came through Memel and Danzig.

For the five years preceding the war, *i. e.*, from 1909 to 1913, inclusive, the principal importation of staves from the various countries was as follows, there being practically no domestic production:

Principal Imports of Staves Into the United Kingdom 1909-1913

Year.	Loads.[1]	Value.	Year.	Loads.[1]	Value.
Russia:			Sweden:		
1909...	62,308	£ 228,837	1909...	19,414	£ 49,941
1910...	76,049	290,230	1910...	41,201	112,025
1911...	71,845	332,600	1911...	32,380	87,847
1912...	74,151	419,928	1912...	35,914	106,691
1913...	92,109	480,903	1913...	40,526	120,130
Total..	376,462	£1,752,498	Total..	169,435	£ 476,634
Norway:			Germany:		
1909...	18,129	£ 49,144	1909...	5,821	£ 65,975
1910...	20,197	59,214	1910...	4,632	47,388
1911...	15,963	48,560	1911...	7,646	96,080
1912...	15,238	51,179	1912...	4,888	82,653
1913...	13,460	46,423	1913...	3,178	64,969
Total..	82,987	£ 254,520	Total..	26,165	£ 357,265
United States:			Canada:		
1909...	19,272	£ 142,142	1909...	841	£ 5,308
1910...	22,770	171,053	1910...	910	6,120
1911...	29,004	191,548	1911...	1,531	8,751
1912...	35,571	272,103	1912...	947	5,758
1913...	30,684	266,415	1913...	820	4,784
Total..	137,301	£1,043,261	Total..	5,049	£ 30,721

[1] One load equals 600 board feet.

Importations of staves for the pre-war year 1913 as compared with 1920 are given in the following table:

Comparison of Stave Imports Into the United Kingdom During 1913 and 1920

Countries.	Quantities 1913	Quantities 1920	Value. 1913	Value. 1920
	Loads	*Loads*		
Russia	92,109	63,328	£ 480,903	£ 913,902
Sweden	40,526	37,316	120,130	397,868
Norway	13,460	4,908	46,423	53,785
Germany	3,178	1,057	64,969	62,255
Netherlands	368	64	4,092	2,744
France	344	435	5,024	7,612
United States ..	684	40,262	266,415	2,145,333
Other foreign ..	511	809	6,343	20,613
Total foreign ..	181,180	154,179	£ 994,299	£3,604,112
Canada	820	1,079	£ 4,784	£ 23,683
Other British possessions ...	128	413	965	13,011
Total British possessions ...	948	1,492	£ 5,749	£ 36,694
Grand Total	182,128	155,671	£1,000,048	£3,640,806

The importation may be considered as the consumption. For 1921 the statistics by countries are not yet available, but the total importation was 51,121 loads, valued at £1,409,008. For the first two months of 1922 the total imports have been 7,489 loads, valued at £139,886.

The outlook for the import of staves in future years will depend principally upon the consumption of beer and whisky. During the past year this trade suffered in common with all other trades.

Memel Oak Preferred to American Species

With regard to staves for the manufacture of beer barrels, there is a preference for the Memel oak staves as against the American stave. Most of the brewers claim that the Memel stave gives a better flavor to the beer. However, a number of brewers state that this is a mere matter of ancient usage and prejudice and that there is no difference whatever in the use of American and Memel oak. Nevertheless, in spite of the fact that during the war American oak was used, they are now turning again to the use of the Memel oak, and a campaign of demonstration will be necessary to overcome this prejudice.

In addition to this, it is claimed that the Memel oak staves are finished uniformly, planed on two sides and carefully trimmed with a knife on the other two sides and are true to dimension, so that, taking a 3 by 4 inch stave, the cooper can divide it lengthwise and have two perfect staves, whereas the American stave comes simply with the natural cleavage, and hence it is uncertain just how many finished staves can be made out of that article. It is also claimed that the American stave very frequently has a certain amount of sapwood whereas the Memel stave is exclusively heartwood.

Foreign Staves Undersell American Product

It is probably true that all the defects have been pointed out in regard to American staves rather than their excellence, and the fact that American staves have constantly increased in quantity, both before and since the war, would indicate that they are likely to hold their own in competition in the future, in spite of what has been said above. At present they are unable to compete in price with the Memel stave, quotations for the long barrel stave (1½ by 4½ inches) now being about £105 per mille for the Memel, as against £130 for the American oak stave.

That the market is dull at present is shown by the fact that at a recent auction of 159,996 American oak staves there were no bids, although five or six lots were sold privately.

The outlook for the immediate future seems to point to a considerable importation of Memel staves, as from 20,000 to 30,000 loads are said to be now under way. There is considerable spot demand for long barrel staves 2½ by 5 inches, 2¼ by 4½ inches, and short barrel staves 3 by 6 inches, 2½ by 5 inches, and 2¼ by 4½ inches, so that these lines are at a premium of perhaps £50 per standard mille. However, in this, as in quite a number of other lines, it will depend upon whether the supply of Memel wood will be sufficient if general trade revives, and should such revival take place there is every indication that the demand for American oak staves will return.

MARKET FOR SHOOKS AND STAVES IN JAMAICA

Vice-consul William W. Heard says: "Shooks, staves and other cooperage products are used in Jamaica for making puncheons for rum, lime juice and honey; slack barrels are used for sugar, coffee, and crackers; and box shooks for citrus fruit.

There are no domestic-made shooks or staves principally because there is no appreciable amount of suitable native timber, and also because foreign products are obtainable at short notice in large quantities and at cheaper rates. In the case of American shooks there is the added advantage of a free tariff on their return to the United States. All these conditions tend to make the possibilities of a domestic shook and stave producing industry very remote."

Imports by Countries for Five Years

Year.	United States.	Canada.	United Kingdom	All other countries.	Total
1913....	$ 158,827	$ 299	$ 28,287	$1,333	$ 188,746
1914....	110,070	1,430	28,507	356	140,363
1915....	158,131	.....	27,007	1,531	186,669
1919....	411,760	8,236	18,150	171	438,317
1920....	925,210	5,495	158,672	....	1,089,377
Total ..	$1,763,998	$15,460	$260,623	$3,391	$2,043,472

NOTE.—Rate used, $4.40 to pound sterling.

Both tight and slack staves are imported, but statistics are unobtainable for the proportions of each. White oak is generally used in making tight staves, and comes principally from the United States. Staves are imported for making puncheons of 106 and 120 imperial gallons, casks of about 40 to 42 imperial gallons, and barrels of about 30 imperial gallons capacity.

Imports of Cooperage for Several Years

The above table is a comparative statement for the years 1913, 1914, 1915, 1919, 1920, of the value of imports of hoops and shooks into Jamacia, which includes staves, etc., statistics being available for each commodity separately:

STAVE SITUATION IN CADIZ, SPAIN

Vice-consul Percy G. Kemp, writing from Cadiz, Spain, touching on the stave market in that center, reports that normally, staves are imported from the United States in large quantities. In 1918 and 1919 all the staves received at Cadiz (6,733 metric tons) came from the United States, while in 1920 about 375 metric tons were imported from Italy (due to favorable exchange rate for the Spanish peseta against the Italian lira) and the balance (11,150 tons) came from the United States. The staves are used principally in the wine industry in the Jerez district. This trade has been carried on for some years, and a number of the local importers have established direct connections with the makers. Normally there is an excellent market here for American oak staves, although at present the trade is small. It is said that stocks on hand are sufficient to take care of requirements for the balance of the year.

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

NEW TREVOR HEADING PLANER SHOWS MARKED IMPROVEMENT IN DESIGN

The Trevor Manufacturing Company of Lockport, N. Y., whose line of stave, heading and hoop machinery is so well known throughout the cooperage trade, have just placed upon the market a new heading planer, which

they claim to be a great improvement in the design and construction of such machines. Concerning their new improved planer they say:

"For several years we have recognized the need for a heading planer capable of surfacing stock as short as 10 inches and yet possessing the unquestioned advantages of a sectional roll planer, which could be produced at a price within the reach of the average mill. We accordingly experimented with various types of sectional rolls and have finally produced a roll which enables us to put out a planer of approximately the same design as our standard planer, possessing all of the special features which have made our planers so popular, and in addition thereto, having two top sectional rolls and being capable of dressing stock as short as 10 inches. It often happens in the course of manufacture that it is desirable to put through two or three pieces at the same time, and when there has been a variation in the thickness it has often happened that one piece would "kick back" or swing around crosswise, causing great annoyance and sometimes serious injury to the operator. The two top sectional rolls provide a solid grip on all pieces passing through so that this fault is practically eliminated.

"In addition to this we have recognized the advantages possessed by the round cylinder with thin high-speed knives on dressing certain classes of kiln dried hard wood heading. We are accordingly building these new planers with such cylinders, but can supply the standard cylinders or solid rolls without extra charge.

"In addition to these new and special improvements, the Trevor heading planer is built with extra large journals, the gears are of wide face and coarse pitch, the cylinder carrying the knives is a solid steel forging machined to finish and the journals ground, the main frame is one massive casting providing a solid foundation, and the bed is supported upon wedges controlled by the hand wheel and screw, which is self-locking and yet insures an absolutely solid bearing at all times."

"Parties interested in extending their operations or replacing worn out machines should address Trevor Manufacturing Company, Lockport, N. Y., for complete catalogue and prices. Standard planers are furnished from stock in the 24-inch, two-knife size; other sizes will be furnished promptly to order as specials."

LUCAS E. MOORE STAVE CO. FLOATS $1,000,000 BOND ISSUE

The entire $1,000,000 Bond Issue of Lucas E. Moore Stave Co., of New Orleans, has been purchased by Messrs. J. & W. Seligman & Co., Bankers of New York. These are twenty year 7½ per cent. callable bonds, and it is understood that they will be offered to the public at par, plus accrued interest. The company's statement (after this financing) shows: bonds, $1,000,000; capital stock, $1,036,050, and surplus, $1,109,270.82, or a total of $3,145,320.82.

BRITTON COOPERAGE COMPANY INCORPORATES IN WISCONSIN

Articles of incorporation have recently been executed for The Britton Cooperage Company, of Green Bay, Wisconsin. The capitalization has been placed at $100,000. The new company will engage in the manufacture of general slack cooperage products. The incorporators of the organization, as set forth in the charter, are Joseph L. Hoslet, John T. Nugent and Christian Hoehgreve, all of Green Bay.

COOPERAGE COMPANY INCORPORATES AT PORTLAND, OREGON

Local capital of Portland, Oregon, has been interested in the organization of the North Portland Woodenware and Cooperage Company, which has recently been incorporated with a capital stock of $250,000. The operation of a plant manufacturing woodenware articles and cooperage stock is planned.

O. B. GWYN LEAVES VAIL COOPERAGE CO.

Word comes from Leachville, Arkansas, that O. B. Gwyn, who has been acting as field superintendent of the Vail Cooperage Company's operations in the Leachville territory, has resigned from that position to accept the superintendency of a stave plant in Louisiana. He will enter upon his new duties after a short vacation.

ALGERIA BUYS THE MAJORITY OF ITS STAVES FROM UNITED STATES

Of oak staves, which are used to make barrels for wine, Algeria's chief product, the United States has been and still is the main supplier. In 1913 it accounted for 57 per cent. or 4,072 out of a total of 7,176 metric tons, and 58 per cent. in 1919, or 5,278 out of 9,131 metric tons, of the imports into Algeria. This was almost three times the amount furnished by France, the nearest competitor, and three and one-half times that of Spain, the next in line. In 1920 the United States supplied 53 per cent. only, or 11,342 out of 21,500 metric tons, Italy and France each furnishing about 20 per cent. The share of the United States, however, increased 115 per cent. in quantity from 1919 to 1920. Staves other than oak, are of much less importance in Algerian commerce. While statistics for the year 1921 have not yet been published, information for that year, obtained from the Algerian Customs Service, show that imports of staves of all kinds fell to 6,781 metric tons, due probably to the crop failure of the preceding year. Of this amount, 4,403 metric tons, or 65 per cent. came from the United States, divided as follows: Oak staves, 4,168 metric tons, and other staves, 235 metric tons. France was the next largest shipper with 790 metric tons of oak and 203 metric tons of other staves. Consul Davis C. Elkington, who supplied the above information, considers the future prospects for Algerian stave business very encouraging.

RAILROADS MAKE NEAR-CONCESSION ON COOPERAGE FREIGHT RATES

The equalization of rates on cooperage stock originating in Missouri and Arkansas and passing through the Thebes and East St. Louis gateways to Central Trunk line territory, was the subject matter of a hearing that was held in Chicago on May 24, before Examiner T. John Butler

J. D. Hollingshead Company, the complainants, averred that unreasonable and discriminatory freight rates were being charged by certain railroads on traffic moving eastward through Thebes, with the design and for the express purpose of forcing such traffic to move through East St. Louis to the consequent greater profit for the roads named in the bill. It was alleged that although the haul to eastern points through Thebes was miles shorter than through East St. Louis, and although, owing to the congestion in the St. Louis terminals, delivery can be made over the Thebes routes in from 10 to 20 per cent. less time than is required over the St. Louis route, the railroads were nevertheless charging an entirely unwarranted higher rate for the shorter haul, in order to influence the routing of shipments over the longer and slower route. Numerous specific examples of the alleged discrimination were presented for the consideration of the examiner.

Representatives of the Missouri-Pacific, who were present at the hearing, agreed that an adjustment of rates tending toward an equalization of tariffs on both routes should be made, and expressed their willingness to begin the work. The St. Louis-Southern R. R., one of the trunk lines named in the bill of complaint was not represented before the examiner, but it is confidently expected that they will concur in the willingness of the Missouri-Pacific to adjust the rates complained of.

MICHEL COOPERAGE COMPANY RESUMES FULL OPERATIONS

The Michel Cooperage Company's plant, Sandusky, Ohio, which has been operating on a reduced schedule for several months, is again running full time. Additional employes have been added to the pay-roll and steady work for a long season is promised. The seasonable demand for tight barrels and beverage kegs is developing quite a volume of business and prospects for continuous manufacture are looked upon as highly encouraging.

LOUIS A. CORLEY

The passing away of Louis A. Corley, former secretary of the Mill Shoals Cooperage Company, of St. Louis, is an announcement that will bring regret and sorrow to his numerous friends and acquaintances throughout the cooperage industry. His death occurred in St. Luke's Hospital, St. Louis, on Friday, June 23, 1922, after a protracted period of illness.

Mr. Corley had been affiliated with the Mill Shoals Cooperage Company for the past thirteen years, entering their employ as a stenographer and withdrawing from the organization in the early part of this year as secretary, to which position he had advanced by dint of close personal attention to business and the exercise of the inherent talents of commercial administration of which he was possessed.

Mr. Corley is survived by his wife, Mrs. Lucile Corley and two children, Ruth Ann and Jane Lucille, to whom, in their bereavement, the deepest sympathy and sincerest condolence of THE JOURNAL and Mr. Corley's host of friends is extended.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

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Complete plant equipment of modern machinery, including shafting, belting, etc., for heavy and also for tight cooperage work. Will be sold at a reasonable price. Inspection invited. Address

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REBUILT STAVE and HEADING MACHINERY
Two Greenwood heading turners.
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Up-to-date barrel-making machines manufactured by the E. & B. Holmes Machinery Co., Buffalo, N. Y.

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200 steel truss hoops for 17⅜ and 19⅜ barrels, at $1.20.

1—No. 38½ large size crozer, 8 crozing knives, 8 chamfering knives.

Chamfering and crozing of knives, $3.00 each.

1—No. 97 hoop nailer, 2 extra sets forms, $9.00 each.

2 sets extra chuck rings, $35.00 per set.

1—No. 97 hoop nailer.

The above machines have not been in actual use for more than six or seven months, so they are almost as good as new.

1—No. 48 slack barrel trusser with 17⅜" cone. 1 extra cone for 19⅜" and 20".

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1—24" Whitney Stave Saw.
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Dowel Pins, Tight Barrel Staves — *Club Turned Oak and Hickory Spokes*
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PARAGOULD - - ARKANSAS

We Solicit your inquiry for Hardwood Nail Keg Heading and Box Shooks
707-8-9 Peoples Bank Bldg.
The J. V. WALSH CO.
Slack COOPERAGE Stock
All Sizes and Grades
-:- PITTSBURGH, PA.

SCOTT-EDWARDS COOPERAGE COMPANY
Manufacturers of
Tight and Slack Cooperage Stock
QUALITY STOCK makes QUALITY BARRELS
We make QUALITY STOCK
Write Us
GALAX, VIRGINIA

STANDARD COOPERAGE COMPANY
ABERDEEN, WASHINGTON
Manufacturers of **FIR and SPRUCE STAVES and HEADING**
For Tight and Slack Packages of Every Description
YOUR INQUIRIES SOLICITED
QUALITY STOCK PROMPT SERVICE

WE ARE BUYERS -:- -:- OF -:- -:- **Tight and Slack Cooperage Stock**
AND COMPRESSED BUNGS
G. SINCLAIR & SONS COOPERS and CASK MERCHANTS VAT and TUN BUILDERS
Cablegrams "Octaves" NEWCASTLE-ON-TYNE, ENGLAND

J. M. PEEL & BROTHER
MANUFACTURERS
COILED ELM HOOPS
We are prepared at all times to make prompt shipment in any quantity anywhere
Write us NOW!
LAKE VILLAGE -:- ARKANSAS

WE ARE BUYERS OF
STAVES, HOOPS & HEADING
For Tight and Slack Cooperage
JAMES WEBSTER & BRO., Ltd. Dock Board Bldg., Pier Head LIVERPOOL, ENG.
LONDON OFFICE—Dashwood House, 9 New Broad St., E. C.

FIELDS-LATTA STAVE CO.
Manufacturers of HIGH GRADE
Slack Barrel Staves
If QUALITY and SERVICE are what you want, "WE'VE GOT IT."
DYERSBURG Office and Plant TENNESSEE

W. A. TSCHUMY & COMPANY
Manufacturers and Dealers in
Slack Cooperage Stock
OUR SPECIALTIES
GUM APPLE BARREL STOCK PINE TRUCK BARREL STOCK
NORFOLK - - VIRGINIA

ALABAMA PINE HEADING

Any size up to 24 inches. Any thickness up to ¾ inch. Square or Bevel Edge.

GUM, COTTONWOOD, PINE STAVES AND COILED ELM HOOPS

Are our specialties. Made by men who know how and we make them right. Orders and inquiries solicited.

C. E. MURRAY :: Decherd, Tenn.

MT. OLIVE STAVE CO.

BATESVILLE, ARK.

MANUFACTURERS OF

Tight Barrel Staves and Heading

IN

WHITE OAK, RED OAK, GUM and ASH

PROMPT SHIPMENT CLOSE INSPECTION QUALITY

SKUSE'S COOPERAGE ROCHESTER New York

Manufacturer of and Dealer in

Slack Staves Heading Hoops

Flour and Fruit Barrels

ORDERS solicited for straight or mixed cars. Local coopers supplied. Write us whether you want to buy or sell as we know we can deal to your satisfaction.

Address, **SKUSE'S COOPERAGE**

Corner Finney and Davis Streets

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Quality Stock is Our Guarantee!

If you make High Grade Barrels, you must have High Grade Stock

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MANUFACTURERS OF

Tight Barrel Staves and Circled Heading

NASHVILLE -:- TENNESSEE

IN ADDITION TO OUR REGULAR LINE OF

SLACK BARRELS

We also Manufacture

Fir Kegs and Barrels

For packing sausage, mincemeat, pickled pigs' feet, olives, fish, powdered milk, candy creams, and other commodities demanding a semi-tight container free from all odor. Also—**Butter Tubs, Lard Halves;**

Kiln-Dried Gum, Basswood and Hardwood HEADING

ILLINOIS COOPERAGE MFG. CO.

Main Office 220 SO. STATE STREET CHICAGO, ILL.

The **W. T. SMITH LUMBER CO.**

Manufacturers of

PINE HEADING and OAK STAVES

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—THE—

Vail Cooperage Co.

Since 1868

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QUALITY STOCK

OUR NORTHERN ELM HOOPS "BEST BY TEST"

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STAVES HOOPS HEADING VENEERS

Cooperage Stock & Barrel Shooks

Cooperage Machinery

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181 WEST QUINCY STREET

CHICAGO - - ILLINOIS

Forty-Two Years' Experience

THE HENRY WRAPE CO.

MILLS: Paragould, Arkansas Searcy, - Arkansas

MANUFACTURERS OF

White and Red Oak, Gum and Ash, Kiln Dried and Jointed Staves and Circled Heading for Tight Barrels and Kegs

Quality **ST. LOUIS, MISSOURI** Satisfaction

WM. G. PENNYPACKER, JR.

Staves—Heading—Hoops, Etc.

Specialist in GUM HEADING AND GUM STAVES

Write To-day for Prices :: ADDRESS ALL COMMUNICATIONS TO **BUFFALO, N. Y.**

THIS IS

The Jacobs' Heater

With new solid base and other improvements, making it now

The Best and Most Satisfactory Barrel Heater on the Market

K.W. JACOBS COOPERAGE CO.

MILWAUKEE, WIS.

CLEVELAND SPRAYING MACHINES

For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.

A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. *Capacity* as fast as the men can handle the cooperage.

We also build Superheaters and Branding Machines.

Eureka Machine Co. 2605 VEGA AVENUE **Cleveland, O.**

ARKADELPHIA MILLING COMPANY

USE ABC CODE, FIFTH EDITION

American White and Red Oak **Split & Bucked Staves** A Specialty

CAPITAL AND SURPLUS, $600,000

EXPORTERS

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Cable Address: ARKSTAVES—Arkadelphia, Ark.

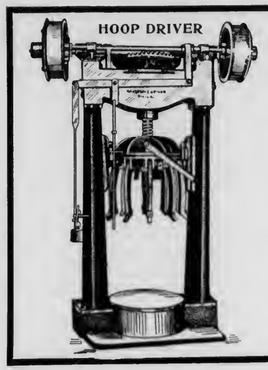
Try Our Palm Oil 1⅛" x 44" Bucked Red Oak and 1½" x 44"--34" and 26" White Oak Staves

HANLON-GREGORY GALVANIZING COMPANY

Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths

PROMPT DELIVERIES

24th Street and A. V. R. R., PITTSBURGH, PENNSYLVANIA



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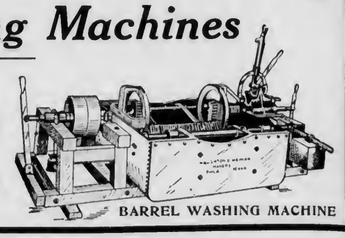
Special Machines Built to Order

In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

Let us know your requirements

WESTMORELAND and JASPER STREETS
PHILADELPHIA, PA.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Kegs
Half-Barrels

All Sizes
All Styles
All Woods
All Purposes

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NEW AND USED

"QUALITY" "QUANTITY"

Casks
Hogsheads

Modern Plant
Expert Workmen
Prompt Shipment
Helpful Service

17th and Erie Sts. **J. J. O'CONNOR CO.** Jersey City, N. J.
INCORPORATED

"Our Product is Manufactured Up to a Standard, not Down to a Price"

Hugh O'Donnell, Inc.

Meadow and Snyder Avenues
PHILADELPHIA

TIGHT BARRELS

NEW AND SECOND-HAND

Quotations Solicited on 5, 10 and 15 gallon new kegs. Also in the market for second-hand oak and softwood half-barrels and second-hand 15 gallon hardwood kegs.
Quote prices F. O. B. Philadelphia.

Motor Truck or Railroad Delivery

Prompt Shipment---Any Quantity

NEW OR USED

Half-Barrels, Kegs **BARRELS** Tierces, Hogsheads

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613-623 Jackson Street **JOHN CONNOLLY, INC.** HOBOKEN NEW JERSEY

Holmes Rack and Pinion Hoop Driver

Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

Get prices and particulars from the

COOPERAGE MACHINERY MAKERS

E. & B. HOLMES MACHINERY CO., 45 CHICAGO STREET Buffalo, N. Y.

"HYNSON" The Name that stands for "THE BEST"

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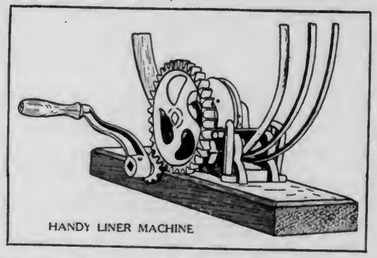
COOPERS' TOOLS AND SUPPLIES

"THE CHAMPION"
Our unexcelled Barrel Heater

Don't Throw Away Your Broken Hoops

GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

TRUSS HOOPS BOTH WOOD AND IRON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To place your orders with us means profit for you. Try it and be convinced. No time like the present

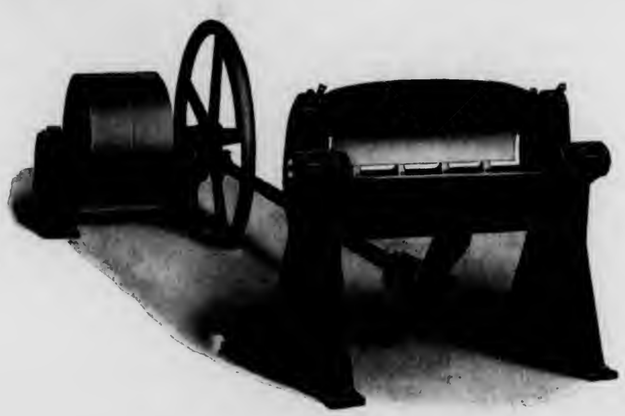
THE HYNSON COMPANY St. Louis, U.S.A.
SUCCESSORS TO HYNSON TOOL & SUPPLY CO.

Largest Exclusively Coopers' Tool and Supply House in the World If it comes from HYNSON you know it's right.

No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.



No. 4 Special Stave Cutter

A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves and also crozed and chamfered staves. Write for particulars.

We manufacture a full line of Slack Stave and Heading Machinery

Catalog upon request

ROCHESTER BARREL MACHINE WORKS

Successor to JOHN GREENWOOD

ROCHESTER :: :: :: :: NEW YORK

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The National Coopers' Journal

DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. 38 | Published the First of Each Month. Subscription Price $3.00 Per Year. Foreign Subscription $3.50 Per Year. | Philadelphia, August, 1922 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 4

CROZED STAVES

For One Hundred Per Cent Barrel Efficiency.

CROZED STAVES are Cut, Crozed, Chamfered and Equalized in one operation, on the No. 4 Special Greenwood Cutter, manufactured by the Rochester Barrel Machine Works, of Rochester, New York, equipped with our patented knives. :: :: :: :: ::

All responsible cut stave manufacturers are invited to use our process. :: :: ::

Crozed Stave Corporation

GRAND RAPIDS - - - - - MICHIGAN

"Makers of Universal Staves"

WM. G. PENNYPACKER, JR.

Staves—Heading—Hoops, Etc.

Specialist in GUM HEADING AND GUM STAVES

Write To-day for Prices :: ADDRESS ALL COMMUNICATIONS TO BUFFALO, N. Y.

Forty-Two Years' Experience

THE HENRY WRAPE CO.

MILLS: Paragould, Arkansas Searcy, - Arkansas

MANUFACTURERS OF

White and Red Oak, Gum and Ash, Kiln Dried and Jointed Staves and Circled Heading for Tight Barrels and Kegs

Quality **ST. LOUIS, MISSOURI** Satisfaction

SLACK STOCK

STAVES HOOPS HEADING FOR

Adequate Stocks

Immediate Delivery

APPLE BARRELS

Bright, clean, seasoned material that works up into sturdy, strong barrels.

STRAIGHT CARS MIXED CARS MATCHED CARS

THE **GIDEON - ANDERSON** COMPANY

ST. LOUIS - - - MISSOURI

— TIGHT Staves Hoops

— SLACK Heading

Let us quote you on

APPLE BARREL STOCK

Machinery

Our exchange carries a large list of new and used machines — Tight and Slack.

Staves and Bottoms for Ice Cream Tubs

"THE HOUSE OF SPECIAL SERVICE"

E. HENNING

INCORPORATED

431 So. Dearborn St. CHICAGO, ILLINOIS

Use the "Acorn" Grade

The E. A. Parker Stave Co.

BENTON :: :: :: ARKANSAS

We Manufacture **Tight Barrel Staves**

Kiln-dried, Jointed and Bundled

THE KIND YOU WANT

FIVE ARKANSAS MILLS—BENTON, CARTHAGE, FULTON, LAWSON AND HASKELLS

Our business policy demands, among other things—

QUALITY *in manufacture*

PROMPT SERVICE *in shipments*

COURTESY *in all dealings*

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G. I. FRAZIER COMPANY

NASHVILLE, TENN.

Eastern Sales Office: Frank R. Wright, Sales Mgr. 150 Nassau St. New York, N. Y.

TIGHT BARREL STAVES AND HEADING

FIVE TREES 51

This trade-mark was evolved to identify and emphasize the high quality of our

COOPERAGE STOCK

It is the guarantee of our determination to protect the interests of our patrons.

EXPORT AND DOMESTIC

A. L. POESSEL & CO.

208 So. La Salle St.

CHICAGO, ILL.

Ash, Elm, Gum, Pine Cottonwood Basswood

SLACK STOCK

Constant Quality stretching back over years of manufacture has made our

Cars Straight, Matched or Mixed

STAVES HOOPS and HEADING

APPLE BARREL STOCK NOW!

"THE STOCK THAT SETS THE STANDARD"

WYLIE & WILSON

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SAGINAW MICHIGAN

New Hampshire Stave & Heading Mill

MANUFACTURERS OF

SLACK HARDWOOD COOPERAGE

A steady supply of well manufactured and uniformly graded stock for quick shipments

Mills: North Stratford, N. H. *Sales Office:* 79 Wall Street, New York, N. Y.

THE

Vail Cooperage Co.

Since 1888
Manufacturers of

QUALITY STOCK

OUR NORTHERN ELM HOOPS
"BEST BY TEST"

STAVES
HOOPS
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FORT WAYNE :: IND.

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BATESVILLE, ARK.

MANUFACTURERS OF

Tight Barrel Staves *and* Heading

IN

WHITE OAK, RED OAK, GUM and ASH

PROMPT SHIPMENT CLOSE INSPECTION QUALITY

Slack Barrels

FOR EVERY REQUIREMENT
In the two sizes mostly used

FINISHED, NESTED, OR SHOOKED

PLANT CENTRALLY LOCATED. DOMESTIC SHIPMENTS BY RAIL OR WATER.
ALL-WATER ROUTE FOR EXPORTS.

THREE-WAY BARREL WORKS

MOUND CITY :: :: :: :: ILLINOIS

GREIF BROS. COOPERAGE COMPANY

STAVES
HOOPS
HEADING

SLACK

Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

BARRELS
CASKS
KEGS

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks

Cars Straight, Matched or Mixed

CLEVELAND, OHIO

BUY IT NOW

FROM

J. C. PENNOYER CO.

8 So. Dearborn Street
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Tight Barrel Stock
Slack Barrel Stock
Shop and Mill Machinery

BRANCHES

NEW YORK, N. Y. MEMPHIS, TENN. WINCHESTER, KY. GASSAWAY, W. VA.

Quality Stock is Our Guarantee!

If you make High Grade Barrels, you must have High Grade Stock

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MANUFACTURERS OF

Tight Barrel Staves and
Circled Heading

NASHVILLE -:- TENNESSEE

IN ADDITION TO OUR REGULAR LINE OF

SLACK BARRELS

We also Manufacture

Fir Kegs and Barrels

For packing sausage, mincemeat, pickled pigs' feet, olives, fish, powdered milk, candy creams, and other commodities demanding a semi-tight container free from all odor. Also—**Butter Tubs, Lard Halves;**

Kiln-Dried Gum, Basswood and Hardwood

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Main Office 220 SO. STATE STREET CHICAGO, ILL.

"Our Product is Manufactured Up to a Standard, not Down to a Price"

Hugh O'Donnell, Inc.

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PHILADELPHIA

TIGHT BARRELS

NEW AND SECOND-HAND

We want sound, fresh-emptied rye whiskey, vinegar, No. 1, lubricating oil, and turpentine barrels. Also well-coopered, soft or hardwood half-barrels, and fourteen-gallon kegs.
Mail us your quotations immediately.

C

The "TRIANGLE C" stands for

The Cleveland Cooperage Co.

The Cleveland Cooperage Co.

Stands for

1922 Methods in the

Tight Cooperage Business

HOOPS STAVES HEADING

Carlots or Less Carlots

Slack or Tight

KEGS and BARRELS

Any Size --- Any Kind

Morris Walsh Sons

BARREL FACTORY
EIGHTH TO NINTH ON SARAH STREET
OFFICE
813 SARAH STREET

South Side PITTSBURGH, PA.

Struthers-Ziegler Cooperage Co.

SLACK BARREL MATERIAL

1104 BOOK BLDG. DETROIT, MICHIGAN

Kegs
Half-Barrels

All Sizes
All Styles
All Woods
All Purposes

BARRELS

NEW AND USED

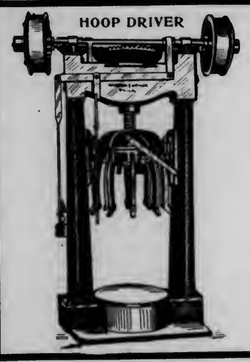
"QUALITY" "QUANTITY"

Casks
Hogsheads

Modern Plant
Expert Workmen
Prompt Shipment
Helpful Service

17th and Erie Sts. **J. J. O'CONNOR CO.** Jersey City, N. J.

INCORPORATED



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BUILDERS OF..... Hoop Driving, Barrel Washing and Bung Hole Boring Machines

Special Machines Built to Order

In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

Let us know your requirements

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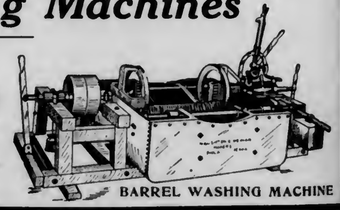
PHILADELPHIA, PA.


BARREL WASHING MACHINE

Motor Truck or Railroad Delivery

Prompt Shipment---Any Quantity

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Half-Barrels, Kegs **BARRELS** Tierces, Hogsheads

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MEMPHIS -:- TENNESSEE

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MANUFACTURERS OF

Tight Barrel Circled Heading

FORTY-FIVE YEARS IN THE BUSINESS

Wm. H. Coleman Co.

Jackson, Tennessee

MANUFACTURERS OF

TIGHT BARREL CIRCLED HEADING

Red Oak, White Oak and Ash
from 9" to 23" in diameter of the best quality

Write us when in the Market

PEKIN COOPERAGE COMPANY
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Tight Barrels and Shooks

Domestic and Export

"ESTABLISHED 1876"

Forty-six years' experience as successful distributors of "Everything the Cooper needs" is no little factor in today's business. :: :: :: ::

STOCK TOOLS SUPPLIES BARRELS

COLWELL COOPERAGE COMPANY
120 Broadway-New York, N.Y.

AMERICAN WIRE **HOOPS**

TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS

ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied. Made of specially adapted steel in plain, bright or other finishes.

SEND FOR FREE SAMPLES AND CATALOGUE

American Steel & Wire Company

CHICAGO—NEW YORK

BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY

QUALITY INSURANCE

You would not think of taking any chances about carrying adequate insurance on your plant equipment - why not also insure the quality of the Slack Heading you use by ordering "Bone-Dry" stock? Our well known brand on Slack Heading gives you absolute quality protection.

"Bone Dry" - A Good Buy

HIMMELBERGER-HARRISON LUMBER CO.

SALES OFFICE: Cape Girardeau, Mo. PLANT: Morehouse, Mo.

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WARRIOR HEADS

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.

Cooperage Stock

MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF

Staves, Hoops Heading

and

COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy is what we aim to sell

ADDRESS ALL COMMUNICATIONS

141 Broadway, New York

Washington Life Building

COTTONWOOD STAVES ARE OUR SPECIALTY

But—we can supply you with all kinds of SLACK

Bright, clean, dry stock manufactured in strict accordance with the grade rules of the Associated Cooperage industries of America.

QUALITY SERVICE SATISFACTION

Associated Cooperage Industries

Let us submit our prices

STAVES HOOPS HEADING

Plant and Offices: MEMPHIS, TENN.

The W. M. Davis Stave Company

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

The National Coopers' Journal

THIRTY-EIGHTH YEAR | PHILADELPHIA, AUGUST, 1922 | $2.00 PER YEAR VOL. XXXVIII, No. 4.

Cooperage Business in and around New Orleans "Carrying On." The Lucas E. Moore Stave Company's $1,000,000 Bond Issue

The most interesting of late developments in cooperage and cooperage stock circles has been the placing on the market by the Lucas E. Moore Stave Co. of a million dollars worth of first mortgage and collateral trust twenty year sinking fund gold bonds, these bonds to be redeemable at the option of the company at 107½ and interest, at any time upon thirty days' notice.

Established in 1875

Lucas E. Moore & Co. engaged in the stave business in this city in 1875, exporting high-class tight staves, and also selling on the local market. The business grew steadily, the firm prospered, and in 1905 it was incorporated under the name of the Lucas E. Moore Stave Co. The business continued to expand until the firm now owns and operates plants at New Orleans, La., Mobile, Ala., Columbus, Miss., Irvington, N. J., Chelsea, Mass., and Hornsby, Tenn., while its various timber holdings aggregate at least 40,000 acres of high-grade stumpage. It maintains offices at New York City, Mobile, Savannah, Baton Rouge and Columbus, with a home office at New Orleans, which is established in a magnificent suite in the new Hibernia Building, the finest structure in the South.

With the growth of its export business it acquired controlling interests in foreign companies, maintained for selling purposes, at Liverpool, England; Balbao, Spain, and Martinique, West Indies. In fact, it is a large business conducted by men of large ideas, and having the capital and experience to carry them out. The million dollars new capital is to be used in the further expansion and development of the company's activities.

Collateral Worth Over Three Times the Amount of the Bond Issue

There are other cooperage concerns today that feel that they could use an additional million dollars in their business, and would be glad to issue bonds for that amount, but are restrained from doing so by the lack of collateral. The Lucas E. Moore Stave Co. has at least $3.25 of high-grade collateral for every dollar's worth of bonds they are offering, and it is violating no confidence to tell how they obtained it. It was by employing sound business methods, and following a sound business policy. When they had goods to sell they advertised them, and when they needed supplies they advertised that they were in the market to buy.

The manager in their shop in this city is Henry D. Ogden, a capable man of wide experience. Mr. Ogden was for years connected, in a similar capacity, with the Brooklyn Cooperage Co.

Tight Barrel Business Larger Than Generally Supposed

The tight barrel business is now larger than most old line coopers of this city think it is, for many of the larger users of barrels now make their own packages, and a good many orders are being taken care of by Penick & Ford, the syrup people, who are in close touch with all the makers or refiners of molasses and syrup, and who are hustlers.

Coopers Ignore Business Opportunity Offered by Sugar Association's Field Day

The Fifteenth Annual Field Day of the Louisiana Sugar Planters' Association, held in Audubon Park, this city, was a most enjoyable and profitable affair. All men interested in sugar are supposed to be present at these meetings, ready for anything from social chat to downright business. Many of the most important appliances and processes now in common use among sugar men were first brought to the attention of this trade by hustlers at these field meetings, and a good many salesmen in various lines were present at this last meeting, looking for and obtaining business. Coopers also used to take this opportunity to meet and talk matters over with actual or prospective customers, but they seem to have abandoned the practice. Barrels and barrel men were but little in evidence at this meeting. Some coopers think that when they get their names into the city directory and the telephone book their business is sufficiently advertised, and that the whole world knows where to find them when their goods are needed.

Brooklyn Cooperage Company Awarded Judgment of $165,000

This is the day of large things. The Brooklyn Cooperage Co. has been awarded a judgment of $165,000, together with interest at 6 per cent. from July 15, 1921, against the Appalachian Corporation. This suit grew out of the lease by the Corporation of the old Brooklyn shop on Front Street for warehouse purposes.

Some of our friends say that if they obtained a judgment of that size they would go out of the cooperage business, but to the Brooklyn people the amount involved is but an incident in the day's work.

The Brooklyn shop is still producing syrup barrels and some sugar barrels. Most of the sugar for the retail trade now goes into pockets or cartons, but the bakery and confectionery trade, and other consumers who use sugar on a wholesale scale, still buy it in barrels. The Brooklyn people are now using gum mixed staves, flat, black iron hoops, and gum mixed heading. In spite of their previous success with veneer heads, they now use a very large percentage of the good old-fashioned style of heading.

Campaign to Boost Cypress, "The Wood Eternal"

It is interesting to watch the very effective campaign the Southern cypress people are making in favor of the "wood eternal." Their cause is a good one, for they could not possibly exaggerate the merits of cypress for the uses to which it is adapted. A few years ago the syrup and molasses people made a stampede to the use of cypress staves and heading, but subsequently the greater demand drifted back to gum, and now both kinds of timber are used.

Another Illustration of the Versatility of the Barrel

Perhaps the most interesting use to which a cypress barrel was ever put is one of which the Cypress Association may not have heard.

A Louisiana farmer had, on a brick foundation near his kitchen, a large cypress "cistern," used to catch rainwater for domestic purposes. When he began receiving water from a new source he was able to devote his cistern to new uses. He closed the top with a tight head, made a door in the side, to be entered from his kitchen, put in a small double glass window and a ventilator, some odd pieces of heads made close-fitting and effective shelves, and he has the neatest, cheapest, and most convenient combination of pantry and refrigerator in the world. It is airtight, waterproof, insulated against heat, is easily kept clean, is odorless, and, being of cypress, is indestructible. Properly iced it will preserve his milk, butter, eggs and farm products generally, sweet and fresh until ready to be marketed.

British Consul-General Will Help Cooperage Exporters

Export business is very quiet, in spite of expected developments. If you are interested in the trade with Great Britain you should get in touch with Arthur H. King, acting Consul General of Great Britain, who is stationed in New Orleans. He is a hustler, and will do anything in his power to promote trade between our country and his own. He may be able to give you valuable information, or put you in line with the customers you need.

"Home Brew" Demand Helps a Trifle

In the olden times there never were any large numbers of whiskey barrels made here, and that business at its best is probably exceeded by the present trade in barrels for the various brands of denatured alcohol.

The trade in over-night "booch" seems also to require a fair number of barrels. Statistics as to the total amount of cooperage required by this trade are not available, but various raids made by dry agents in this city during the past week have netted a total of about three hundred barrels, filled with wet goods in various stages of manufacture. Every little helps.

Local Pick-ups

The John G. Moll Cooperage Co. contemplates building a new shop in another part of the city. Real estate in their present central location has become too valuable to be used in a business requiring so much space in proportion to the value of the articles produced. However, they are not yet ready to give out anything definite regarding their plans.

Messrs. Beck & Jones are building cottages on the site where their old shop was destroyed by fire, but have plenty of room for expansion in the cooperage line in their present quarters, the former shop of Philip Hirsch.

Mr. Hirsch denies that he is doing much in the cooperage line now, though he admits that he is making expenses. He is a member of the sugar exchange, and if there is anything stirring in the way of demand for sugar and syrup barrels he is pretty sure to get his share of the business.

BARREL SITUATION DISCUSSED AT MEETING IN WASHINGTON

At a meeting of produce growers and shippers, and railroad officials, held in Washington during July, the packing and shipping situation was discussed at length, particular attention being directed to the question of barrel and crate supplies.

Field representative Andrew C. Hughes was present at the gathering, and in an address to the meeting, pointed out that the cooperage industry is at present in a position to supply the barrel needs of the country at a price considerably under that asked last year. He also introduced the "barrelette" to the convention, explaining the purpose for which it was evolved, as well as the merits and advantages which it possesses. Growers and shippers who examined the package expressed the opinion that it would prove very popular in the domestic, household and the export apple trades.

FOREST PRODUCTS LABORATORY WILL GIVE KILN-DRYING COURSE IN SEPTEMBER

The Forest Products Laboratory, Madison, Wisconsin, announces that it will conduct its next course in "The Kiln-drying of wood" from September 11th to September 22d, inclusive. This course has been given twenty-seven times and has been taken by a total of 292 students, who were drawn from practically all branches of the wood-working industry. A goodly number of cooperage interests have been represented in the student roster, but there is still a crying need throughout the industry for more advanced knowledge and practice of this highly important process in stave manufacture and barrel making.

The coming course will afford an opportunity to those interested in kiln-drying to acquaint themselves with the latest scientific developments and discoveries in drying practice, and it is to be hoped that the cooperage industry will be well represented in the number of individuals who will be present at Madison when the classes begin.

STAVE EXPORTS FOR THE MONTH OF MAY, 1922

While exports of lumber and wood products as a class, during the month of May, show a satisfactory increase over previous months of this year, reflecting a betterment in foreign markets, the statistics covering staves, both tight and slack, reveal a slight decrease in overseas tonnage.

The total value of stave shipments for May, 1922, tight and slack, as published by the Department of Commerce, was $160,000, a figure which falls below that of the corresponding month of 1921.

The British West Indies and Canada were indicated as receiving the largest amount of United States cooperage material during May, 1922.

Louisville Reports an Increased Demand for Tight Cooperage. Slack Interests Expect Early Fall Rush

Business continues a little slow with the Louisville cooperage trade, but is somewhat better than it has been, especially in the tight line. In this branch of the business the demand for kegs has been especially good, and the departments manufacturing small sizes are being kept quite busy. In the shops which manufacture large barrels, business has been brisk with some companies, but with others it is reported as being just fair.

Some members of the trade are very optimistic concerning the future and prone to paint trade prospects in rather a high colored way, while others are cautious in their predictions, admitting that they believe a fair volume of business will be handled, but refusing to concede that they can see anything to indicate capacity production.

Demand for Tight Barrels Strengthening

The cottonseed oil interests, along with the paint and varnish makers have been buying a bit more freely than during the preceding few months, and there is some better inquiry and larger orders from the vinegar, cider and pickle factories. Indications are that with such a large apple crop as there is bound to be harvested this fall, there will be a considerable demand for cider and vinegar barrels.

Cooperage stock is in increasing demand at stiffer prices, and dry stock is beginning to develop a scarcity due to the long period of idleness in the winter and spring, when high water in the South held production down to a minimum. As a result of these influences, heading and staves, while not showing much actual advance in quotations, are firm at last month's figures, instead of being shaded, and are expected to advance $2.50 to $5.00 a thousand on some items within a short time.

Tight Stock and Barrel Prices

Prices of barrels and kegs are slightly up over last month's tight quotations, due to strengthening stock prices, and, probably, the slow movement of freights. White oak oil staves are quoted at $55 a thousand firm, as against $50 to $55 last month. Red oak staves are $45 strong, and quoted to $47.50. Spirit staves are $100; gum, $37.50; white oak, circled heading, 40c; red oak, 35c; gum, 25c; spirit, 75c per set. Barrels—white oak, oil, $2.25; red or mixed oak, $2.15; spirit, $4.25; gum, $2.15; white oak, half-barrels, $2.10; red, $2; five gallon kegs, $1.20; 10-gallon, $1.40; 15-gallon, $1.50; 20-gallon, $1.65; 25-gallon, $1.75; 28-gallon, $1.85. Red or mixed oak kegs are quoted at ten cents under white oak.

Slack Cooperage Factories Preparing for Fall Rush

In the slack cooperage trade, demand has lagged a trifle, but flour barrels are looking up, and prospects are unusually bright for the apple barrel producers. Inquiries are beginning to come in and slack barrel houses are sending out circulars, advertising in mediums reaching the apple producers, and getting ready for a big season in knocked-down apple barrels. The potato crop was disappointing and has failed to develop the volume of business that had been anticipated.

D. H. Quigg, of the Smith Cooperage Co., stated that reducing prices to stimulate business in the slack line had failed to bring about the desired effect. For the first six months of the year business showed an increase of 100 per cent. over the corresponding period of last year, but during July demand fell off, it being the only month of the year to show a loss in volume. Mr. Quigg stated that he couldn't figure why this condition existed, unless it was due, in part, to the strike of rail workers slowing down general industry. He anticipates a heavy apple barrel and shook business, and has been getting out folders and advertising to apple growers, who are one class of cooperage consumers who never buy until they are ready to use the stock.

Slack Stock and Barrel Prices

Slack barrel prices are somewhat lower than they were last month, with flour barrels at 65 a 70c; and salt at the same level. Sugars are 80 to 90c; two head potato and produce, 45 to 60c; one head produce, 38c and up; No. 2 stock sugar size produce, 60 a 65c.

Slack staves are a little stiffer; No. 1, 30 inch, $13 to $15; No. 2, 30 inch, $10.50 to $11; mill run, 30 inch, $11 to $12; mill run 28½ inch, $10 to $12; No. 1 heading, 17⅛ inch, 12c to 14c; No. 2, 17⅛ inch, 9c to 11c; No. 1, 19⅛ inch, 13c to 15c; No. 2, 19⅛ inch, 11c to 12c.

Trade Generally Optimistic

The Chess & Wymond Co., is quite optimistic as a result of better orders and inquiries, the keg department having been very busy, while the barrel department is again operating at full speed on orders and in getting stock ahead for the big summer demand that is in the making. The company is operating its Southern mills at a good clip just now, production having been far below normal for some months during the winter and spring. The company reports increasing demand for paint and varnish barrels, cottonseed oil barrels, petroleum packages and for general food products containers, especially cider, vinegar and pickle barrels and kegs. Business according to this progressive firm is looking more like the 1920 period than it has for some time past.

The Louisville Cooperage Co. reports that its keg demand has picked up nicely, but that it is still under capacity in that department, while the barrel division is not showing any signs of being busy as yet, although the outlook is brighter, and some brisk trading is expected.

Railway and Coal Strikes Holding Business Back

Freights out of Southeastern Kentucky were tied up for several days as a result of the shopmen's strike at Corbin, Ky., a junction point of three divisions of the Louisville & Nashville R. R., which serve the coal and timber districts, but the routes are again open, though handling only a limited tonnage.

The rail strike has been causing trouble in securing prompt shipment of material, and embargoes are playing havoc with shipments of less than car lots, which are quite frequent. In fact, a great many orders are being received for small quantities, there being an especially large demand for kegs, many of the smaller sizes of which are being shipped by parcel post.

The coal strike is far more serious than it is credited with being. During the week of July 17th, as a result of a shortage of cars in the coal fields, such little coal as was available from the non-union mines of Kentucky and such union mines as are operating, mounted from $6.50 to $11 a ton within the week. Unless the fuel situation shows early improvement there is said to be grave danger of many local industries closing down. If this happens general buying will be curtailed and conditions will react rapidly.

Local business men are really considerably worried over the rail and the mine strikes, as otherwise business conditions are promising and the outlook good. In Louisville, building operations total over ten million dollars for the year, and bank clearings show a gain of $50,000,000 over last year. Labor is fully employed and things are humming, and it would seem almost criminal to disrupt conditions just when they are again getting back to normal.

Trade Comment

Paul Dysart, Jr., of the J. D. Hollingshead Co., is spending a two or three weeks vacation with relatives in the Chicago district, planning to return to Louisville the latter part of July.

W. A. Watts and G. O. Wymond, of the Chess & Wymond Co., are spending a few days at the company's Southern mills, looking over the general situation.

W. B. Booth, of the Louisville Cooperage Co., for some years secretary-treasurer, has sold his interests in that company and plans to make his future home in California, where he has been located for the past several months.

The Louisville Cement Co., a large consumer of barrels and sacks, recently suffered a $125,000 fire loss when part of its plant was burned. The department damaged makes a cement for bricklayers use. The Portland Cement division was not injured.

WYLIE & WILSON BUILD ADDITIONAL WAREHOUSES

Wylie & Wilson, Inc., of Saginaw, Mich., manufacturers of slack stock, are expanding their marketing facilities by the erection of two large warehouses at Granite City, Ill., which will enable them to better care for business in Middle and Southern States.

F. J. La Clear, a well known and popular cooperage figure, who has recently joined the Wylie & Wilson organization, will have supervision of the new branch as local manager.

SOY BEAN OIL INDUSTRY OFFERS EXPANDING MARKET FOR TIGHT COOPERAGE

The soy bean, which until a comparatively few years ago, was regarded as a minor or incidental crop, cultivated mainly for forage or ensilage, is rapidly moving toward a place in the list of major commercial crops of the country, and in the central corn belt particularly, is replacing oats and corn in large blocks of acreage. The growing of soy-bean seed has proved a very profitable industry during the past two years and the large acreage set out in this vegetable has yielded a production of such volume as to induce county soy-bean associations, growers, county agents, and extension officials, notably in Illinois and Indiana, to concern themselves in the development of a commercial outlet for the seed. As a result, the production of oil and meal from corn belt grown soy beans seems to be definitely assured for the season of 1922. Several mills in Indiana and Illinois have become interested in the possibilities of the soy bean as source of oil and meal, two mills in Illinois having planned to use about 750,000 bushels this season, while other mills are planning consumption on a smaller scale.

Although definite figures are not available on the acreage of soy beans in the various States, reports to the United States Department of Agriculture indicate very large increases in plantings for seed production and oil manufacturing purposes throughout the Northern and corn belt States.

The various ways in which the soy bean and its products are utilized in the United States indicate a ready market for the commercial production of soy-bean seed. Soy-bean oil is largely used in the manufacture of soaps and paints, and it is also used in the manufacture of lard and butter substitutes, rubber substitutes, linoleum, printing ink, and as a salad oil.

A domestic soy-bean oil industry, developed and expanded to the point where it could supply our home consumption, which is at present almost wholly dependent upon imported goods, would afford a most attractive market for tight barrels. The volume of this commodity that finds its way into the United States is not generally appreciated, but import statistics covering the item reveal a startlingly large volume of trade that has been forced to meet its need for soy-bean oil by purchases in foreign markets, chiefly the Orient.

With the growth of domestic production of the beans and the development of crushing facilities, a home market will be opened for tight cooperage—which is accepted as the most satisfactory soy-bean oil container—that should absorb a huge quantity of barrels.

BLAZE IN COOPER SHOP AT ST. LOUIS

On the afternoon of July 4th, fire, which had its origin in a barrel warehouse in the rear of the cooper-shop of Thomas Taetz, 3016 Pestalozzi St., St. Louis, Missouri, inflicted damage to the extent of approximately $1,800. Effective work by the city fire department prevented the spread of the flames to the adjoining properties.

NEW STAVE FACTORY AT PIKEVILLE, TENN.

A large, modern stave mill is in the course of erection at Pikeville, Tenn., which upon its completion, will give its owners, Seaman Brothers, a place among the largest cooperage stock manufacturers in the State. Sufficient timber for operation over a long period of years has already been purchased.

CRUISERS ARE AT WORK ON VIRGIN TIMBER TRACT OF PEKIN COOPERAGE CO.

Cruisers are now at work upon the 50,000 acres of fine virgin timber land of the Pekin Cooperage Co., New York, which tract of lumber is in Madison and Newton Counties, Arkansas, and the cruisers will remain busy for the next three or four months. This timber tract was especially purchased for tight barrel staves, which will be used by the Pekin Cooperage Co., and the Chickasaw Cooperage Co., in the manufacture of their well known line of tight barrels and shooks. P. H. Miller, of the Chickasaw Cooperage Co., Memphis, is directing the cruisers in their work.

MAX LOWY TO MAKE ANOTHER TOUR OF EUROPE

Max Lowy, president of The Kern Company, Ltd., New Orleans, will sail from New York on July 5th for a tour of the stave consuming countries of Europe. Mr. Lowy will make a trade survey of conditions abroad as they relate to the outlook for cooperage business. This is the second trip to Europe he has undertaken in the last year.

Chicago Reports Continued Improvement in Cooperage Trade. Dealers in Used Barrels Enjoying Unusually Brisk Business

The Chicago cooperage trade, both new and second-hand, has taken a favorable turn since the first of July according to reports from many of the largest concerns in that city. The improvement is attributed to various causes, chief among which are the marked easing of the local money and credit situation, the tremendous volume of building operations that are under way everywhere throughout the town, and the influence exerted by the threatened shortage of freight cars. The restrictions on credits and loans have been very materially lessened, and it is now possible for Chicago business men to approach their bankers with a reasonable amount of confidence that legitimate accommodations can be secured without any undue sacrifice. Then the building boom, notwithstanding the handicap of a wide-spread walkout of building trades workmen, is carrying on with undiminished energy and the demand for barrels that finds its source in materials necessary to the construction of the huge enterprises that are under way, is furnishing a gratifying volume of business to the cooperage industry. Further, the influence of the threatened curtailment in transportation, due to the current railroad and coal strikes, is also reflected in stock orders that are being placed now in the hope of securing delivery before the railroad situation becomes acute. Comments by leaders of the trade, in both the new and second-hand branches, carry a preponderant note of cheerfulness and confidence, both as regard the present and near-future outlooks.

J. D. Hollingshead Company Sees Revival

Mr. L. C. Hollingshead, president of the J. D. Hollingshead Company, states that his concern is doing a very satisfactory volume of business. "We have been operating on practically a full schedule for some time, and we can observe no slackening of incoming orders nor detect anything on the horizon that would indicate a slowing up of our activities. There seems to be a revival in many lines, and we find conditions improving steadily.

Improvement Noticed by J. H. Winterbotham & Sons

J. H. Winterbotham & Sons report a noticeable improvement in demand, but business, taken as a whole, still comparatively slow. Joseph Winterbotham, president of the company, is at present on a vacation trip to California. J. H. Winterbotham, vice-president, is traveling in the East in the interests of the company, where he will probably remain until early in September.

Other Firms Report Progress

A fair amount of business is being corraled by the Jos. H. Kirk Co. Inc., but, according to information secured at their offices, the effects of the recent depression are still evidenced in some lines which they serve.

At the offices of Blei & Katz, it was learned that while an improvement in their business was noticeable, it was not sufficient to warrant unrestrained enthusiasm. However, they regard the tone of the present market as promising of brisk business within a comparatively short time.

Used-Barrel Business Brisk

The House-McKay Company, who specialize in the handling of used barrels, tell of a greatly improved demand for cooperage, particularly in the slack line. This improved demand has been quite pronounced since the latter part of June. "While the slack business has developed signs of a revival, we have not noticed any material change in the tight situation," said the officer interviewed. "A great many cooperage dealers have succeeded in unloading stocks, but they did so on a rather scant margin of profit. However, our business, in general, has taken a spurt during the last six weeks, and it would appear that it is due for a steady improvement from now on."

Samuel Rosenbloom, who operates a large second-hand barrel plant on North Branch Street, reports business as being entirely satisfactory. His plant has been operating on full schedule since last fall, the general business depression seemingly having little effect on his customers.

Acme Barrel Company Busy

Abraham Uttal, president of the Acme Barrel Company, dealers in re-coopered barrels, drew a very optimistic picture of the present situation.

"Up until the first day of July our place of business was so quiet that no one would suspect it of being occupied," he said. "Then a change took place, and ever since that time we have had more work than we have been able to turn out. If it were possible for me to get the men, I could run a night and day force.

"So far as our plant is concerned we are doing things on a scale that is nearer to normal than it has been in the last two years. We find a wonderful call for both tight and slack cooperage and the stuff is moving faster than we can replace it. We have practically sold all our reserve stocks and are devoting our efforts to the new business from day to day.

"I have talked with quite a number of the second-hand men in Chicago and they all tell of a much better demand for second-hand cooperage, although none of them has been blessed with such an exceptionally heavy run of business as we have had. Nevertheless, they all speak of much better trading and that is a mighty important story in our line of industry after twenty-four months of the worst kind of experience imaginable.

"The favorable change, in my opinion, is the result of a number of happenings. First, the money market has eased considerably. Only the other day I was surprised, when I walked into my bank to be told that I could have all the money I wanted—that it was waiting in the cages for me. That condition did not obtain a short while ago.

"Another thing that has helped so far as we are concerned, is the continuance of the building boom in Chicago, and the great deal of work being done on bridges and other property of the municipality. Cement barrels have been in big demand as well as barrels for other materials used in this construction work. As a result, there has developed a shortage of used containers. Prices are up a little now and I am convinced that the demand will send them higher before long."

Chicago Cooperage Trade Confident

Altogether, the cooperage situation in this locality shows signs of a slow but steady improvement which, drawing a conclusion from the combined opinion of the trade, will continue to develop until it is back on a normal plane.

MAJOR STAVE COMPANY MAY MANUFACTURE SPOKES

Reports from Ashdown, Arkansas, are to the effect that The Major Stave Company, one of the oldest concerns in the stave business, have under consideration the location of a spoke plant in that city. Officials of the company have been investigating the hickory timber situation in the surrounding country with a view of determining the available supply. This company formerly operated a stave plant at Ashdown.

STAVE SHIPMENTS FROM BALD KNOB, ARK., INCREASING

Reports from Bald Knob, Arkansas, indicate a revival in the tight stave demand. The Miller Lumber Company, of that city, is making steady shipments of oak staves and the loggers in the surrounding territory are working full schedule with all available teams and men.

HENRY WRAPE STAVE COMPANY RESUMES OPERATIONS AT PARAGOULD, ARK.

After a suspension covering four months, the Henry Wrape Stave Company's plant at Paragould, Arkansas, has been put into operation. The mill supply of timber is now adequate, and the demand for staves sufficiently strong to warrant continued running on full schedule. This plant is one of the leading industries of Paragould, and its operation means much to the city.

NEW STAVE PLANT AT CONWAY, ARK.

A new stave plant, owned and operated by J. G. Opitz, has been opened at Conway, Arkansas. The factory is at present employing twenty-five hands, and sufficient business for a long-time run is already on the books. Local farmers are now assured a market for stave bolts, as the new plant is buying all the timber that is offered.

BARRELS MAKE EXCELLENT "KIMONOS"

Atlantic City is the play-ground of America. It is also the "dog" upon which innovations in dress, new theatrical ventures, weird inventions, and numerous other things are tried out. Recently a party of guests of the Norwood Hotel, Arkansas and Pacific Avenues, endeavored to introduce a new idea in beach costume, when they paraded from the hotel to the boardwalk clad in "wooden kimonos." The city commissioners, much to the disgust of flapperdom, has quite recently issued an edict that prohibits bathers appearing on the streets unless an outer garment, covering the person from shoulders to knees, is worn. As a protest against what they considered a ridiculous bit of prudery, about fifty guests of the Norwood, procuring for themselves a load of new slack barrels, draped their forms in the novel habiliments and struck out for the strand.

The expedition, however, proved a "bloomer," coming a cropper upon the very verge of success. As the barrel-bound bathers were about to pass under the boardwalk with only a few feet separating them from the ocean, an Atlantic City minion of the law espied the unusual group, and dashing up he halted them peremptorially and ordered an about-face and a double-quick back to the hotel. "Them barrels don't cover your shoulders like the law says" quoth the blue-coat and as he was unquestionably the possessor of the last word in the matter, the barrel-brigade executed a strategic retreat.

CAR LOADINGS MAKE A GOOD SHOWING, SAYS RAIL REPORT

Loading of revenue freight totaled 860,772 cars during the last week in June, compared with 846,002 cars during the preceding week, or an increase of 14,770 cars, according to official reports made public by the car service division of the American Railway Association.

The report states this was the largest number of cars loaded during any one week since October 22, 1921, and exceeded the corresponding week last year by 85,444 cars. It was, however, 55,954 cars under the corresponding week in 1920.

Merchandise and miscellaneous freight, which includes manufactured products, totaled 572,946 cars, an increase of 9,306 over the week before. This also exceeded the corresponding week last year by 105,460, and the corresponding week two years ago by 53,166 cars. Ore loadings also continued to increase, the total for the week being 53,822 cars, a gain over the preceding week of 7,450 cars.

Forest products amounted to 64,082 cars, 1,724 above the previous week and 14,519 above the corresponding week last year. It also was 2,614 cars in excess of the corresponding week in 1920.

SELMA COOPERAGE COMPANY LOSES KILN

Early last month, fire of unknown origin broke out in the kiln house of the Selma Cooperage Company's plant at Selma, Alabama, completely destroying the building. The local fire department was able to confine the flames to the structure in which they originated, and the other parts of the factory were undamaged. Small loss was suffered, as the plant was fully insured.

HUDSON AND DUGGER COMPANY TO MANUFACTURE FLOORING

The Hudson and Dugger Company, of Memphis, Tennessee, for years one of the leading firms in the tight heading industry, has recently let a contract for the construction of a two-unit hardwood flooring plant in New South Memphis, which will be operated under the name of the Hudson Hardwood Flooring Company, a subsidiary. The officers of the new company will be the same as those of the parent firm except that Galvin Hudson will be general manager of the former and Harry D. Varlie will be superintendent. The site of the new plant adjoins the tight circled heading factory of the Hudson & Dugger Company and a new home will be built to house the flooring machinery. The dry kilns will be so arranged that both flooring stock and cooperage material may be handled. The new plant will have a capacity of 30,000 to 40,000 feet and will be placed in operation as soon as completed.

QUIGG HEADING COMPANY INCORPORATED

Report comes from Louisville, Kentucky, that D. H. Quigg, proprietor of the Smith Cooperage Company of that city, is the controlling stockholder in the newly organized Quigg Heading Company, which was recently incorporated with a capital stock of $14,000, and which, according to present plans, will operate a slack heading plant at Livermore, Kentucky.

STEAL COOPERS' TOOLS

Thefts have, of late, been numerous in Louisville, Kentucky, and some of the local lumber companies have suffered considerable losses, but until a comparatively short time ago the cooperage trade had escaped almost unmolested. However, the J. D. Hollingshead Co. recently reported that several raids had been made on its shops, and about fifty dollars worth of tools stolen.

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WE MUST RE-ESTABLISH THE CONSUMERS' CONFIDENCE IN THE BARREL

A great quantity of talk has been spent, and contention and argument, diverse as the colors in Joseph's coat, advanced in explanation of the inroads that substitute containers have been making in lines that the cooperage industry had come to regard as its exclusive patrons.

It is a fact, unchallengeable by any person who will make an impartial and unprejudiced survey in any one of several large and important fields that have hitherto been served exclusively by the barrel, that within the past few years, there has been a material decrease in the enthusiasm and a considerable cooling of the affection with which manufacturers and dealers were wont to regard our trade package. Various causes have been operative in bringing about this state of affairs, such as high prices, the trade aggression of substitute containers, the natural inclination of package users to try out innovations, etc., but while all the reasons that have so far been brought to our attention have a bearing on the situation, and are more or less contributory to the result, they do not carry conviction as being either singly or collectively responsible for the attitude of the buyers.

Interviews and discussions with purchasing agents, manufacturers, and dealers in numerous diversified lines develop no indication, except in isolated cases, of any virulent personal prejudice against the wooden barrel, but they do reveal, clearly and forcefully, the real deep-down cause of their waning interest—that the demands of the ultimate consumer are forcing many former users of the barrel to turn to other containers.

The consumer, it will be admitted, has the last say—he is the court of last appeal—his pronouncements are final and absolute. The obvious reason why the consumer has lately been virtually forcing the barrel user to adopt some other package is because his confidence in the barrel has been shaken. During the period between 1915 and 1920, package manufacturers as a whole—glass, cotton, tin, wood and practically all others—gave the consumer scant consideration and he was forced to accept anything in the way of a container that the producers felt like handing him. During this period the demand for packages was unprecedented, production was at a strained maximum, inspection bars were let down, and volumes of barrels, boxes, bottles, etc., which were in no wise representative of the standards of quality that had previously been adhered to, were shipped from the factories. Cooperage was in this respect no better nor no worse than any other line, and the retaliatory reaction of the public against the flood of poor containers with which it was deluged in these years of careless manufacture, is probably no more severe, in proportion to the volume of our production, on our industry than it is on the others. While it cannot be charged that each individual manufacturer of stock or barrels absolutely ignored quality standards during this time, it is nevertheless an irrefutable fact that a sufficient number to give color to the charge that the whole industry was culpable, took advantage of the consumer's urgent need for packages to squeeze out any sort of goods that would "get by."

But, disregarding the conditions under which this avalanche of inferior cooperage was loosed upon the consuming trade, the fact remains that the most disastrous effect of this orgy of low-quality production was the impression that the packages made upon the ultimate consumer—an impression that we now find reflected in many instances in his preference for what we of the cooperage industry are pleased to term "substitute packages." When we analyze the situation, calmly and coldly, we are forced to the conclusion that the loss of prestige that we have suffered in some directions is largely a matter of self-infliction, a plague of our own begetting.

The memory of the poorly constructed, leaky contraptions, that during the period of hysterical high-pressure production were handed to him under the guise of barrels, still rankles in the breast of the consumer, and until that sentiment is altered he will continue to nurse his grievance close to his bosom—and look to substitutes for his package needs.

It requires no great discernment to spot this dissatisfaction, nor does it, further, require anything other than ordinary acumen to prescribe a remedy in the premises. There is only one logical thing to do—to set about immediately to re-establish our product in the public confidence by manufacturing stock and barrels to that high standard of quality that will obviate in the future any possible chance of barrels falling under the reasonable or justifiable censure of consumers. This importunity to boost quality will doubtless appeal to many of the trade as "old stuff" and it is even probable that there will be some who will show traces of irritation when they read it—but to the keen observer of trade trends and the analytical student of the causes thereof, it is crystal clear that "quality" is the dominant issue in the cooperage situation today.

The barrel, scientifically perfect in design, is the most universally practical package of man's invention, and its loyal adherents rightfully claim for it the title of "The King of Containers," but if it is to maintain its proud position of leadership, we of the cooperage industry whose prosperity and success are bound up in its continuance in public preference, must see to it that its pre-eminence in the package field is not jeopardized by any ill-advised slighting of quality in stock or manufacture.

Now that we are relieved of the urgent demands of wartime necessity, we no longer have the excuse of "consumer pressure for deliveries" to cover inferiorities in our product, and the burden is squarely upon us to keep faith with our trade, singly and collectively, by producing only goods of the quality upon which our leadership in the package industry was founded. Only by this method can we hope to regain the friendship and support of many former users of the barrel who, through the impression gathered from experience with some of the "war babies" we turned out in the past, are convinced that "quality" in the cooperage industry is in its decadence.

Quality, for us, is not an option—it is a duty.

THE LITERARY DIGEST'S POLL ON PROHIBITION AND THE BONUS

In what it characterizes as the "greatest and most representative unofficial canvass ever undertaken in the history of the United States," the Literary Digest, of New York, is at present engaged in conducting a country-wide poll designed to sound national sentiment on two of the most-discussed issues before the country—Prohibition and the Soldiers' Bonus. In view of the fact that every citizen of the country has a vital personal interest in these issues, this unofficial registration of the will of the people will be warmly welcomed, inasmuch as it will be a free, untrammeled expression of popular opinion, a straight-from-the-shoulder message delivered, not through the tortuous channels of political party machinery, nor by the mouths of professional spokesmen, who too often frame their utterances in biased or prejudiced moulds, but direct from the people to the registering bureau of the Digest, from which agency an honest and impartial interpretation is assured.

Over ten million ballots have been distributed throughout the country, each ballot carrying three questions on prohibition and one question on the bonus, and it is safe to predict that when the final returns have been received and tabulated, the results will reflect, in a reasonably conclusive manner, the real opinion of the country's citizenry. A vote such as the Literary Digest is polling, which is on a secret ballot that imposes no obligation of any kind upon the voter, is more apt to yield a true expression of genuinely intimate personal opinion than is any other means that could be employed to gather the information sought.

The personnel of the cooperage industry is, of course, interested in both questions to the same degree as are all other good and true citizens of the country, but they will naturally scrutinize the vote on prohibition with keener gaze than that which they will direct at the vote on the bonus, for the good and cogent reason that the questions as to whether or not the country desires the repeal of the Eighteenth Amendment or the modification of the Volstead law—which are two of the three phases of the prohibition issue voted upon—are matters that directly affect the barrel business.

The length of time that will be required to complete the poll is a matter that cannot be determined in advance, and predictions as to the final results of the vote are mere hocus-pocus. The first two hundred thousand ballots cast, revealed a preponderance of sentiment in favor of the modification of the Volstead Act to the extent of again legalizing the manufacture and sale of light wines and beers, but with over nine million ballots still unregistered it would be unwise to found a judgment upon the few that have been returned, as the complexion of the whole matter may be changed by one day's voting.

Upon the consummation of the project, the country's desires in the matters of prohibition and the bonus will have been definitely registered, and until such time, statements and pronouncements purporting to interpret the will of the body politic, in relation to the above two questions, are idle and presumptuous. It can be safely assumed that the cooperage industry, generally speaking, will look forward with unusual interest to the final summing up of the country's opinion as expressed in this vote, and we feel that, in the eventuality that the poll reflects national dissatisfaction with the present "bone-dry" Volstead law, the business prospect that will be opened to the cooperage trade in the resumption of brewing and wine-making can be regarded as sufficient ground for glee among the barrel-makers.

IMMEDIATE DELIVERY

In view of the widespread publicity that is accorded every fact and circumstance that is in any degree pertinent to the general business situation of the country, and in view of the further fact that practically every merchant and manufacturer in the broad expanse of the nation is a consistent and close reader of the daily press and the trade papers covering the particular field in which he labors, it would seem hardly necessary to reiterate our recent warning anent an impending freight car shortage, which the most obtuse analyst of economic conditions must detect in the present situation.

Recounting the circumstances which are combining to bring about a dearth of freight transportation equipment would be rehashing facts and figures with which practically every individual in the cooperage business is acquainted, and would be, more or less, a waste of time, but while the whole industry is conversant with the situation, and realizes that sometime in the coming few months freight deliveries will be made only under difficulty, it has, apparently, not struck home to a large percentage of the trade, that the situation is very likely to become seriously acute.

Settlement of the railway and coal strikes will have the effect of alleviating distressed conditions in a measure, but the resumption of mining and full-schedule operation of our transportation systems will not by any means place at the country's disposal a sufficient number of freight vehicles to move the flood of merchandise with which the railroads are sure to be inundated.

It would be distinctly forehanded business on the part of all buyers and sellers of cooperage to consummate necessary or contemplated deals now and to complete deliveries at the earliest possible moment—buyers anticipating their needs and placing orders, and sellers urging such immediate shipments as they can accomplish—otherwise, we can most assuredly look forward to a season during the coming fall and winter when empty cars will be as scarce as the proverbial "hen's teeth" and when our business will suffer from lack of rolling stock.

READ OUR EDITORIALS AND SPECIAL ARTICLES. YOU WILL FIND THEM INTERESTING AND INSTRUCTIVE.

FREE RE-ENTRY OF AMERICAN-MADE BARREL SHOOKS SHOULD BE CAPITALIZED BY COOPERAGE INTERESTS

The duty-free re-entry to the United States of barrel shooks manufactured here and exported to foreign countries for the specific purpose of being used as containers of merchandise imported to this country would seem to furnish an excellent point upon which to hang an effective sales argument for those cooperage firms engaged in export trade.

There is, even under present comparatively poor import business conditions, a tremendous volume of goods coming into the country in foreign made containers, which containers, under the current tariff regulations, pay the same rate of import duty as is assessed upon the merchandise that they carry. In other words, when a commodity carrying a high duty rate enters the United States in a foreign made barrel, the barrel takes the same rate as the commodity—a provision that affords a great advantage for domestic cooperage manufacturers and dealers over their foreign competitors.

In a few of the countries that sell large quantities of manufactured goods to us, some of the leading export houses have begun to take cognizance of the saving that can be effected by using American made shooks for containers of merchandise shipped to the United States, and are urging that all goods destined for this country be shipped in packages constructed of shooks manufactured here.

American shook exporters should recognize in this situation the birth of an opportunity that possesses possibilities of unlimited development. If they will approach the foreign markets with clear and concise explanations and illustrations of the saving that can be effected by taking advantage of the free-entry clause in our tariff laws, they will be using an argument that is universal in its appeal, and that is affected neither by creed, color, nor climate. Shippers, whether they be in Timbuctoo or Toronto, are amenable to the logic of economy and if economies in exporting goods to the United States can be brought about by the use of American made shooks for containers, they need only to be informed of the fact to become purchasers of them.

Stimulation of our shook exports would unquestionably result if all foreign buyers were acquainted with the facts in the case, and it is not presuming too much to say, that the dissemination of the information is a job in which every shook exporting firm in the United States has an interest and a responsibility.

FAULTY CAR-LOADING A HANDICAP TO BARRELS

Recently, while waiting for a train, the writer stood on the Pennsylvania Railroad station platform at North Philadelphia and watched a solid trainload of burlap topped barreled potatoes whirl past on its journey to New York. As is usual with vegetable trains, the doors of the box cars were open and the apertures slatted cross-wise with scantlings so that a good view of the interior of the cars was obtainable. Evidently the train under discussion had travelled over some very bad roadbed or had been subjected to considerable severe bumping and jolting, as the contents of some of the cars that wheeled past were in a deplorable state of disorder. The majority of the cars that made up the train were packed solid, the barrels in orderly rows, two tiers high, and apparently in perfect condition, but five or six cars were counted which had obviously been loaded a trifle light, and in which the second tier of barrels—either because no braces or staying devices of any kind had been used or because, if they had been used, they were too light—was smashed into a hodge-podge of loose staves, broken hoops, torn tops and scattered potatoes. On a subsequent occasion, while making a trip through the receiving yards of the Philadelphia produce markets, similar conditions were noted in two or three cars of barreled vegetables that were on the siding there.

The receipt of a shipment of barreled vegetables, or any other commodity, in bad shape, must unquestionably be highly displeasing and unsatisfactory to the consignee or purchaser of the goods, and the chances are a hundred to one that his first inclination will be to censure the container. It will be a rare instance in which he will look beyond the result to discover the cause. The fact that he has delivered to him a lot of broken and damaged barrels will more than likely constitute in his mind conclusive evidence that the packages are unsuited to his needs, and he will conceive a prejudice against them that in the vast majority of cases, will be entirely unwarranted. While this prejudice will be born of snap judgement, it will nevertheless operate to the disadvantage of the barrel, as an adverse influence under which it will be handicapped so long as faulty carloading persists.

While it is obviously utterly impossible for barrel manufacturers to stand constant guard over their products to see that they are handled properly, they can however, carry their service to the consumer so far as to send out with every shipment of new barrels that leaves their plants, a pamphlet, folder, or some document containing practical suggestions and instructions as to the best methods to be pursued in car loading, in order to insure safe and undamaged delivery over our railroads. The importance of the relation that proper loading bears to the satisfactory service of the barrel, should be thoroughly impressed upon shippers, and it is clearly up to the manufacturer, if he has any interest whatsoever in the protection of the reputation of his goods to take every reasonable precaution to see that they are given a chance to demonstrate their merits under the most favorable conditions that he can bring about. Broadcast dissemination of helpful information that would illustrate to the user how he can secure the fullest and most satisfactory service from the barrels that he buys, would have a distinct value in eliminating many abuses, as well as show, on the part of the manufacturer, a commendable spirit of trade co-operation that the consumer could not fail to appreciate.

THE REMARKABLE VERSATILITY OF THE BARREL

That the barrel besides being the "king of containers" can fill many roles far removed from its general use as a package is convincingly illustrated in the case of one Alfredo Mendoza, a Porto Rican sailor, who as one of the crew of a small sailing vessel bound for Culebra, a tiny island off the coast of Porto Rico, found himself after a squall which capsized the boat, treading water on the bosom of the broad Atlantic. Nothing more substantial than a wooden barrel greeted the eager gaze of Alfredo as he cast about for a bit of wreckage upon which to support himself, but the barrel proved amply sufficient to his needs, inasmuch as it kept him afloat forty-eight hours, while the waves carried him toward the shore, finally pushing him upon the beach at Fajardo on the east coast of Porto Rico.

This conclusive demonstration of the barrel's effectiveness as a life preserver, should be brought to the attention of the proper maritime interests—who knows but what in the future, the ships that go down to sea will be equipped with barrels instead of life belts for the protection and preservation of the passengers?

DEPARTMENT OF COMMERCE TO PUBLISH REPORT OF INTEREST TO TIGHT COOPERAGE INDUSTRY

Speaking before the National Hardwood Lumber Association at their recent convention in Chicago, Mr. Axel H. Oxholm chief of the lumber division, Bureau of Foreign and Domestic Commerce, assured his auditors of the bureau's earnest desire to be of service to the business interests of this country, and invited them to make full use of the investigating facilities afforded by the six hundred or more representatives that are stationed in the foreign, commercial and industrial centers ready to unearth the facts relative to trade or market conditions in any part of the world.

As an example of the work his department is anxious to perform, Mr. Oxholm referred to the advent of prohibition in the United States when the Department of Commerce was requested by cooperage manufacturers to make a survey of the foreign market for whiskey and beer cooperage. "We have received numbers of replies from foreign buyers," he added," and will soon publish a report of this activity." Doubtless, those interested in the report, who have waited for it with enduring patience, will be glad to learn that it will be released in the near future.

MICHIGAN PAYING THE PENALTY FOR WOOD WASTE

Michigan's wood-using industries are now paying the economic piper for the State's quarter century timber debauch, according to a statement just issued by the Forest Service of the United States Department of Agriculture, whose experts are engaged in a study to determine the effects of forest devastation on population, agriculture, industry, and economic life in that State.

The forests of Michigan, the statement continues, as a result of devastating fires and reckless cutting are now so greatly depleted that they produce chiefly fuel-wood and other minor forest products instead of high-grade lumber on which the State's main industries depend. The building trades and the automobile and furniture industries of Michigan must largely import their supply of high-grade lumber from other States instead of growing it at home.

For the most costly classes of woods, such as those used for automobiles, furniture, and building, Michigan goes as far south as the Gulf, and as far west as the Pacific; it imports all told a little more than a billion board feet of lumber and timber annually, of which 400,000,000 come from the Gulf Coast region and nearly 180,000,000 feet from the Pacific Northwest. For these amounts the State pays not only an enormous freight bill, but also the high prices incident to constantly dwindling forests.

The reforestation of Michigan's denuded lands would after a few decades, say forest experts, not merely stop these costly importations, but go far toward re-establishing the State's lost leadership in her once greatest industry, lumbering, and put it upon a permanent basis.

SPLENDID BUSINESS IN ALL COOPERAGE LINES PREDICTED BY JAMES INNIS

While there is more demand for slack cooperage stock than a month ago, business is not yet what it should be, as buyers are still very cautious. This month and part of August is usually a rather quiet time, as the fall trade does not open up until about the middle of August, but it is a little more quiet than usual.

Prices of stock are hardly being maintained equal to a month ago. No doubt this is caused by mills trying to push stock off in fear of a railroad tie-up, and is only temporary.

Production is light, and as the majority of the mills are closing down for August and September, there will be a still further curtailment.

The apple crop is promising well. The wheat and other cereals never looked better, so that in all human probability there will be a big business this fall in all lines of barrels.

Tight barrel stock is moving a little better than slack, and some lines have disappeared from the market. Production is very light, especially in split stock, and we look for an actual shortage if business increases to any extent.

Prices are firmer than they have been for some time, and there is not the crowding of stock on the market, there was a month or two ago.

CONSUMERS CONVINCED THAT PRESENT LOW PRICE ON COOPERAGE STOCK CAN NOT BE MAINTAINED

Walter C. Hartman, president of the National Manufacturing Company, of Detroit, writing on the current situation, states that "business has improved wonderfully during the last ten days. It was certainly quite dull during the first half of July, with everybody seemingly at rest. This is between seasons so far as the apple barrel trade is concerned and we hope for a material pick-up from August 1st.

"The miscellaneous buyers are very much more active now than they were a week or two ago, and there is a tendency to buy stock at present levels for prompt shipment and future delivery.

"We believe the consumers are convinced that the present low level of values can not be maintained. A change upward is bound to come. Generally speaking, stocks at mills are very low and manufacturers who have been operating either on a large or small scale during the past few months are tiring of their unsuccessful attempts to make money at present prices.

"The general tendency has been to curtail, and with this condition existing at the mills even a fair demand will stimulate business and tend to advance prices."

C. M. VAN AKEN GIVES HIS VIEWS ON THE SLACK SITUATION IN AND AROUND NEW YORK

This month has not shown any great amount of excitement in the cooperage business. A little stock is moving all the time, but there seems to be about two cars of material to take care of each order. The heavy rains throughout the fruit section have caused a continuous drop, which makes the farmers feel that they want to be sure of their crop before placing more orders for barrels and the coopers want to have the barrels represented by the stock on hand, sold before ordering more. Therefore, very few additional orders have been coming from the fruit sections during this past month. However, it is generally believed that some additional stock will be required in the fruit sections, but unless there should be very many more apples than at the present time are expected, the big majority of the fruit requirements have been taken care of.

Most of the people making barrels for promiscuous purposes are carrying large stocks of cooperage and nearly all of them report business slow.

The "Barrel Country" Will Produce Approximately 17,300,000 Barrels of Apples. Leads "Box Country" in Estimated Production by Over 4,000,000 Barrels

The early season predictions as to the extent of the apple crop in the United States are being borne out in a highly satisfactory manner by the development of the country's orchards. Crop forecasts are in their very nature, more or less conjectural, and their value depends almost entirely upon the conditions under which they are promulgated; however, based upon a broad general practical knowledge, ample and adequate experience, and close and keen observation of relevant factors, a forecast may be a very helpful item of information to those interested in the commercial exploitation of any fruit or vegetable.

Making predictions as to the abundance or scarcity of our different fruit crops is necessarily a hazardous proposition, and the earlier in the growing season they are made, the more risky the procedure. The numerous divergent factors that have a bearing on the situation, any one of which might change the complexion of the entire matter, have a tendency to cause prophets to be wary of making any definite or binding prognostications hence, practically all forecasts are prefaced by "barring unforseen circumstances," or some such qualifying phrase.

The Various Crop Forecasts

Early in the year, numerous forecasts on the 1922 apple production were made, each one more or less conditional upon weather, insect damage, blights, scab, etc. The first surveys of the orchards gave promise of a yield that would approximate 80 per cent. of what is regarded as a normal crop. Subsequent predictions, ventured after the ravages of early frosts, which were quite heavy in some sections of the apple country, placed the probable yield at about 73 per cent. The latest forecast, which is based upon the condition of the trees as they stood in early July, fixes the estimated production at 67 per cent. This is the final figure and it can be accepted with reasonable confidence as representing what will be the 1922 yield. It is usual with crop forecasters to make their pronouncements with sufficient conservatism as to allow a rather substantial margin or tolerance that will absorb any unexpected shrinkage in the yield of the commodity surveyed, and oftener than not, we find that the prophet has erred on the side of caution, so that it may happen, since practically all chances for further material damage have passed, that the coming crop of apples will total more nearly the first figure of 80 per cent. than it will the later prediction of 67 per cent.

"Barrel Country" Will Have Crop of 17,299,000 Barrels

Reports from all over the country, gathered within the last month, tend to bear out this assumption. That section of the country which is popularly known as the "barrel area," is practically assured of a fine, large crop of fruit which, in commercial production will run to the splendidly large total of 17,299,000 barrels. This promised production shows an increase over the 1921 yield of the same territory, of some 10,000,000 barrels, which, it is reasonably safe to assume, will engender considerable satisfaction among those of the cooperage industry who are engaged in the manufacture of apple barrels or barrel stock.

Some Communities Damaged by Frost

It is quite true that a few local communities in the barrel country, noticeably in Maine, parts of West Virginia, Maryland, Pennsylvania, and a few other scattered sections, suffered severely from early frosts, and the crop in these communities will be relatively short, but the damage was largely localized and by far the larger portion of the territory that normally packs its apples in the "king of shipping containers," has come through the early growing season in satisfactory style, and will produce well up to early forecasts.

The Apple Industry an Important Cooperage Customer

When it is considered that the barrel is the accepted standard apple package in 35 of the 48 states in the Union, and that a normal commercial apple crop for these 35 states—based on present production—is 25,500,000 barrels, the importance of this industry as a cooperage consumer can be appreciated.

The "Journal" Sounds Sentiment in the Apple Trade

Early in the summer "The Journal," in an effort to sound sentiment in the apple packing trade relative to the degree of popularity which the barrel enjoys as an apple package, addressed a large number of growers, packers and shippers, propounding to them five questions, the gist of which was as follows:

1. Whether or not the standard barrel as at present constructed, is a generally satisfactory container for *all* species of apples.
2. Whether or not the cutting of ventilating apertures or provision of some other practical method of air-circulation would increase its utility as a package for *all* species of apples.
3. Whether or not *all* species of apples can be stored without material deterioration in the present style of standard apple barrel, or whether some species require ventilation and others do not.
4. Whether or not you can suggest any change in the general design of the present standard barrel that would add to its utility without materially increasing cost of manufacture.
5. Whether or not, in your opinion, the new half-barrel or "barrelette," which has exactly one-half the cubical capacity of the standard barrel, and which has been passed by the Bureau of Standards, Department of Agriculture, as a legal container will meet the apparent necessity for a small apple package.

The letter carrying the above questions was addressed to the apple growing, packing and marketing trades, under the assumption that the apple industry—the ultimate consumer of our apple barrels—has the final say as to whether or not the barrel is to continue in its present popularity and favor, and under the further assumption that an expression of opinion direct from the apple industry as a whole, would be an authoritative pronouncement that would give us first-hand information of the highest value.

The Results of the Survey

The results of the survey were a clear and concise exposition of the status of the apple-barrel in the minds of a widespread and diversified representation of the apple industry, and were substantially as set forth below; the general summary of opinion on each question is given in the order in which it was asked in the original communication:

1. The standard apple barrel *is* a satisfactory container for all species of apples, except the early-maturing and soft-skinned varieties, which are sensitive to injury through bruising.
2. The desirability of ventilating apertures in apple barrels is a question upon which there is a division of opinion. Conviction as to its utility being about balanced by opinion to the contrary.
3. The practicability of storing all species of apples in the present standard barrel, also proved a debatable issue. As in the case of ventilation, opinion on this question was about evenly divided.
4. *There was not one single sugestion for improvement in the general design or style of the present standard apple barrel.*
5. In the absence of any practical knowledge of or experience with the "barrelette," many writers were a trifle loath to express an opinion as to its probable popularity; but the majority of those who did venture their views predicted that it would meet a long-apparent necessity.

The Canadian Attitude Toward the Barrel

The survey was international in scope and the response that was met with at the hands of the apple growers was convincing evidence of their lively interest in the subject of containers. Illustrative of the general detail with which the matter was treated by the apple trade, we reprint below the letter of C. W. Baxter, Fruit Commissioner of Canada, which not only answers the questions asked in regard to the barrel, but is otherwise highly interesting in its explanation of the Canadian attitude on packages.

READ OUR EDITORIALS AND SPECIAL ARTICLES. YOU WILL FIND THEM INTERESTING AND INSTRUCTIVE.

DEPARTMENT OF AGRICULTURE
FRUIT COMMISSIONER'S OFFICE
OTTAWA, April 19, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL,
PHILADELPHIA, PA., U. S. A.

I am glad to give you my views with respect to containers for apples as requested in your letter of the 10th instant.

You may be interested to know that on February 22d, 23d and 24th last we held a Dominion Fruit Conference at Ottawa, under the auspices of the Federal Department of Agriculture, at which representatives of fruit growers from all fruit-growing provinces in Canada were present; also official delegates representing industries allied with fruit-growing.

While the total number of official delegates was 33 and their expenses were defrayed by the Government, there were present at least 250 non-official delegates from all parts of Canada, which indicated that the conference was regarded as being of great importance to the industry. The whole question of fruit containers was given consideration. Therefore, the views which I shall give may be considered as having met with the approval of the fruit growers and of the industries allied to fruit growing. I shall endeaver to answer your questions in the order given.

1. The standard apple barrel is not considered a satisfactory container for all varieties of apples. At the present time, many of our eastern growers are packing such soft varieties as Yellow Transparent, Fameuse and McIntosh Red in barrels, and in the majority of cases where these are shipped to distant markets, the fruit is all more or less bruised.

The adoption of the box as an apple container for British Columbia, and the higher prices at which the fruit has sold in the past, has led some of our eastern growers to think that they too must pack all their apples in boxes if they are to successfully compete with the western grower. The Fruit Branch has consistently kept before the growers in the east the fact that while there is a number of good boxed apples grown in the east, they are comparatively small in proportion to the barreled stock and that growers should be in a position to take advantage of the higher prices for fancy varieties of the better grades in the boxed apple market, but that *the barrel will continue to be the package used for the greater portion of the crop in the eastern part of Canada, so long as our total crop consists of the present commercial varieties.*

2. The cutting of ventilating apertures, or some other method of allowing air to circulate in apple barrels, would improve this package for some of the varieties packed in the early part of the season, and in the orchards when the weather is warm. The practice of packing fruit directly from the tree when the temperature of the fruit is around 80°F., and placing it in a package which is practically air-tight, has resulted in great loss of these varieties. Therefore, the provision for air circulation would be a decided improvement for these varieties, but would in my judgment not be satisfactory for all varieties. There are some of the late keeping varieties which would shrivel up much earlier during the storage season if ventilation were provided. However, this opens up a very big question with respect to the long storage of varieties and the necessity for retaining moisture in the storage air.

3. This is practically answered in question 2, but in my judgment, if it were a question as to whether ventilation or no ventilation should be provided in all apple barrels, I would prefer to have barrels made without ventilation, although, as already stated, the barrels which are used for the early varieties would be improved if vents were provided.

4. The new half-barrel, or as it is sometimes called "barrelette," has not been used in Canada for domestic sale, although some of our exporters in Nova Scotia have been using it to a small extent for export to the United Kingdom. At the recent conference referred to, a resolution was adopted requesting that the legislation be amended to include this in the standard packages. We are at the present time drafting an amendment to our act, and will provide for this and several other changes which have been approved. As this package has not been used in Canada, I can only give you my personal opinion of it, which is that I do not think it will be a popular package for the domestic markets, for the reason that the time necessary to pack apples in this package properly is almost as great as for the full sized barrel. Then there is the increasing demand for apples packed in the bushel basket, which I feel will be more acceptable to the trade than the half barrel.

The packages used for apples in Canada are the barrel, box, crate and bushel basket, all standard containers and controlled by federal legislation. The crate is not

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Alcohol, Wine, Oil, Syrup, Fish, Olives and all kinds of Casks or Barrels for Liquids

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WE MAKE A SPECIALTY OF
High Grade Stock for both Domestic and Export Trade

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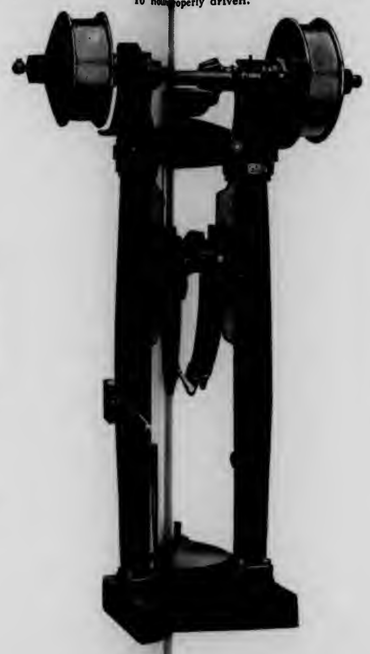
AND FOR MAKING IT FOR THE USERS

"THE OLD RELIABLE" WOOD BARRELS

"ORAM" STANDARD DRIVING MACHINE

SIMPLE—DURABLE

Capacity—As fast as operated. 600 to 1,000 pkgs. per day of 10 hours properly driven.



NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE

USE OUR STEEL Truss Hoops "MADE RIGHT"

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STAVE, HEADING BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

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TIGHT BINDING TEXT CUT OFF

STAVES
HOOPS
LINERS
HEADING

Good Stock for Good Barrels at a Good Price

Apple Barrel Stock

CLEAN
BRIGHT
DRY
SMOOTH
UNIFORM
STRONG

Bright, clean, smooth-cut stock that will work up into sturdy, substantial, neat-looking packages. A strong barrel of good appearance is an important factor in marketing. :: :: ::

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DAILY OUTPUT
70,000 Best Coiled Elm Hoops being put on the market.
100,000 Staves A1 quality.

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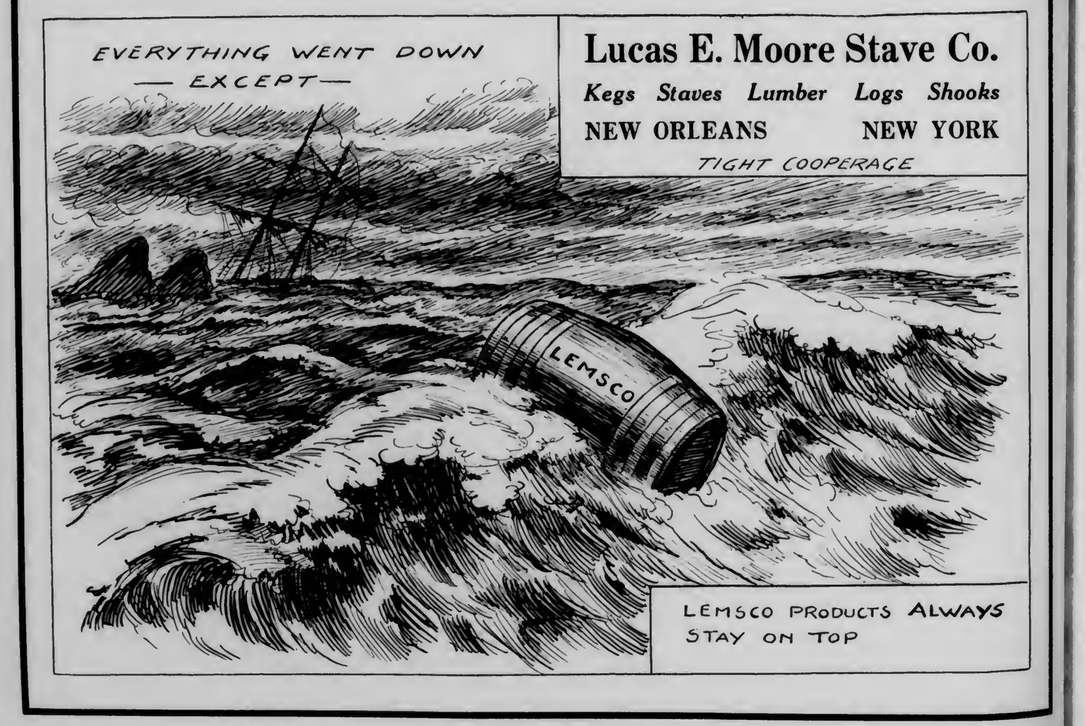

Lucas E. Moore Stave Co.
Kegs Staves Lumber Logs Shooks
NEW ORLEANS NEW YORK
TIGHT COOPERAGE

used to any extent in the eastern part of Canada, and is practically confined to British Columbia. However, I do not expect that this package will increase in popularity, inasmuch as the bushel basket has come into favor rapidly during the past few years.

The foregoing is briefly my views of the standard apple barrel and other containers for apples, which I trust will be of some value to you. If however, there are any points in this upon which you would like further information, I shall be glad if you will again write me.

I thank you for your cordial good wishes which are heartily reciprocated.

Yours faithfully,
C. W. Baxter, Commissioner.

Present Users Enthusiastically "For" the Barrel, but Decry Wide Fluctuations in Price

A perusal of the mass of correspondence that was received during the progress of the above survey furnishes evidence that would convince the veriest "Doubting Thomas" that our present customers, in what we now know as the barrel country, are solidly and enthusiastically "for" our trade package, the only apparent item of complaint—and it might be stated that the objection is general throughout the apple packing industry—is the wide and severe fluctuations in stock and barrel prices that have obtained in the past. Inability to pre-determine container costs over even a short period of time, with any reasonable degree of accuracy, is the one big factor that is most actively operative against their complete satisfaction with the barrel. If a relative stability in prices could be brought about, and the "Rule of Reason" is applied to the quotations at which stock is offered, there is no discernible reason why our industry should not anticipate an unbroken period of increasingly pleasant and profitable business relations in the apple trade.

Apple Industry Will Consume Increasing Volumes of Cooperage

Our present cordial connection in this direction is a business asset that we should fully appreciate, not only for its present worth, but because of the fact that events are so shaping themselves as to make it of even greater value in the future.

According to authoritative statistics, the production of the "barrel" orchards, by reason of their growth in extent and numbers, is increasing by leaps and bounds.

A few months ago, one of the foremost horticultural authorities in the country made the prediction that in a comparatively few years, the "Blue Ridge Country," which embraces Western New York and the Cumberland and Shenandoah Valleys, would be the "center" of apple production in the United States. The particular area referred to is a barrel stronghold, a market in which the barrel is firmly established, and the pronouncement that it is growing in productivity furnishes pleasant hearing to cooperage manufacturers, who can, if ordinary business judgment is exercised in the handling of the trade in this section, look forward to the prospect of enjoying, in the Eastern apple country, a substantial, permanent market that will consume a steadily mounting volume of their products.

This Year's "Barrel" Production Leads "Box" Production by 4,000,000 Barrels

The forecast figures for 1922 show the "barrel states" production leading the "box states" production by something over four million barrels. This, despite the vaunted leadership of the Northwestern apple territory. Under normal conditions, or rather under conditions which would produce a normal commercial crop in the barrel country, approximately 25,500,000 barrels of apples would be harvested—these are figures to pause over, and when thoroughly digested and assimilated, to enthuse over. The volume of cooperage business that originates in the apple trade is of sufficient proportion to place the apple people among the very largest customers of our industry, and their favor and patronage is well worth the best that we have in quality of stock and courtesy in dealing.

JULY FORECAST OF DEPARTMENT OF AGRICULTURE SHOWS "BARREL" STATES LEADING "BOX" STATES IN APPLE PRODUCTION

The latest apple crop forecast and comparative statistics, issued under date of July 14th, by the Department of Agriculture, gives a comprehensive view of the probable yield of the nation's apple orchards, and shows with convincing clearness the relative importance of the barrel in the apple trade. A glance at the table set forth below reveals the total estimated production of the "barrel" States, 17,299,000 barrels, leading that of the "box" States, 13,114,000 barrels, by over 4,000,000 barrels.

Based on the 1922 production, which averages 67.4 in orchard condition, or, in other words, is a 67.4 per cent. crop, the yield of the barrel States, under conditions that would permit of a "normal" crop (and this with the present number of bearing trees) would be approximately 25,423,500 barrels.

The forecast of "barrel" production, compared with "box" production, is as follows:

Barrel States

	July 1922.	Condition. 1921.	Commercial—Barrels, 1922.	1921.
Maine	.55	86	428,000	630,000
N. Hampshire	.65	68	151,000	110,000
Vermont	.83	64	134,000	116,000
Massachusetts	.70	40	410,000	172,000
Rhode Island	.50	40	12,000	8,000
Connecticut	.65	45	110,000	70,000
New York	.66	34	5,551,000	3,000,000
New Jersey	.75	30	436,000	132,000
Pennsylvania	.56	21	1,077,000	221,000
Delaware	.79	10	166,000	14,000
Maryland	.45	17	229,000	20,000
Virginia	.40	7	522,000	136,000
W. Virginia	.40	8	879,000	63,000
N. Carolina	.72	16	218,000	25,000
S. Carolina	.70	55	.....	.....
Georgia	.71	50	96,000	58,000
Ohio	.48	22	642,000	360,000
Indiana	.70	25	274,000	109,000
Illinois	.79	20	1,326,000	397,000
Michigan	.75	40	1,542,000	1,208,000
Wisconsin	.76	50	78,000	64,000
Minnesota	.80	60	44,000	64,000
Iowa	.85	25	100,000	25,000
Missouri	.76	8	1,022,000	30,000
S. Dakota	.82	48	3,000	.....
Nebraska	.86	15	114,000	17,000
Kansas	.76	3	385,000	29,000
Kentucky	.73	18	147,000	31,000
Tennessee	.75	18	106,000	45,000
Alabama	.70	48	20,000	15,000
Mississippi	.44	50	.....	.....
Louisiana	.60	..	.....	.....
Texas	.69	43	209,000	21,000
Oklahoma	.70	33	39,000	21,000
Arkansas	.66	3	829,000	16,000

Average condition July 1, 1922.....67.4
Average condition July 1, 1921.....35.8
Total "barrel" production, 1922.....17,299,000 bbls.
Total "barrel" production, 1921..... 7,227,000 bbls.

Box States

(Expressed in Barrels)

Montana	.70	90	127,000	175,000
Wyoming	.75	81	.....	.....
Colorado	.90	65	995,000	812,000
N. Mexico	.60	30	192,000	123,000
Arizona	.50	24	9,000	6,000
Utah	.85	80	178,000	198,000
Nevada	.85	45	1,000	.....
Idaho	.81	75	1,068,000	1,227,000
Washington	.80	84	7,470,000	7,750,000
Oregon	.75	80	1,451,000	1,300,000
California	.85	59	1,623,000	1,280,000

Average condition July 1, 1922.....76
Average condition July 1, 1921.....64.8
Total "box" production, 1922.....13,114,000 bbls.
Total "box" production, 1921.....12,871,000 bbls.

Comparison of Estimated Barrel and Box Production

Estimated barrel crop, 1922.....17,299,000 bbls.
Estimated box crop, 1922.....13,114,000 bbls.

Estimated barrel production greater than estimated box production ..... 4,185,000 bbls.

SPIECE HOOP CO. TO LOCATE PLANT AT PARAGOULD, ARK.

The Spiece Hoop Company, under the terms of an agreement entered into with local business men of Paragould, Arkansas, will locate a hoop factory in that city. The plans call for a plant of modern equipment and large production. The Spiece Company, whose main offices are at Naylor, Missouri, operates a chain of hoop mills extending through Missouri, Arkansas and Mississippi.

READ OUR EDITORIALS AND SPECIAL ARTICLES. YOU WILL FIND THEM INTERESTING AND INSTRUCTIVE.

WANTS IN COOPERAGE LINES

John Connolly, Inc., 613 Jackson Street, Hoboken, N. J., is in the market for 200 G. I. pork barrels.

The Empire Barrel and Cooperage Company, 5 Rhine Street, Rochester, N. Y., is in the market for new kegs of all sizes in car load lots. Make quotations F. O. B. Rochester.

Giovanni Graziano and Company, 55 Ocean Avenue, Brooklyn, N. Y., are in the market for 34" x ¾" sawed, unlisted white oak wine staves, also 44" and 46" x 1" flat white oak prime oil staves.

The Lucas E. Moore Stave Company, New Orleans and New York, are in the market for wine staves and heading, air dried or kiln dried and jointed. Also all grades and cut-offs for immediate or future delivery.

A. S. Yasinowsky, 2548 Broadway, Cleveland, Ohio, is in the market for 10,000 17-inch or 19-inch second-hand slack barrels, suitable for pitch. Make quotations either F. O. B. shipping point, or delivered Cleveland.

Hugh O'Donnell, Inc., Meadow and Snyder Avenues, Philadelphia, Pa., is in the market for sound fresh-emptied rye, whisky, vinegar, No. 1 lubricating oil, and turpentine barrels. Also well-coopered soft or hard wood half barrels and fourteen gallon kegs.

A firm in Spain desires to secure an agency for the sale of oak staves. Quotations C. I. F., Spanish port. Reference, address Bureau Foreign and Domestic Commerce, Department of Commerce, Washington, D. C. Refer to Trade Opportunity, No. 2946.

An importer in Venezuela wishes to purchase from manufacturers liquor barrels for transportation on the backs of burros. Quotations, F. O. B. New York, Correspondence Spanish. Reference, address Bureau Foreign and Domestic Commerce, Department of Commerce, Washington, D. C. Refer to Trade Opportunity, No. 2942.

JAMES HANDLEY, FOUNDER OF NATIONAL APPLE DAY, WRITES "SONG OF THE APPLE"

James Handley, of Quincy, Illinois, known throughout the country as the founder of "National Apple Day," is the author of the following poem, which he has composed and offers as a Hallowe'en song, and as appropriate in the celebration of National Apple Week, which begins on Hallowe'en. Mr. Handley has long been an ardent adherent and enthusiastic booster of the apple, and his poetic proclaiming of its virtues will doubtless be of material assistance in further popularizing this delicious fruit.

Tune—Battle Hymn of the Republic.

Our eyes have seen the glory of the blooming apple trees,
And we wondered at the robing beauty luring birds and bees,
While fitting for finest fruit that skillful work decrees,
The trees are blooming on.

Chorus: Glory, Glory, Hallelujah!
Glory, Glory, Hallelujah! Apples are moving on.

We aroused at earnest calls to cultivate and spray,
And never were wanting in timely work for every day,
With faith that strivings for success would not be thrown away.
Orchards are coming on.

Chorus:

When fading, falling leaves wither in autumn's blight,
Then orchards shine in glowing pictures of delight,
With colors green, red and gold in shades of beauty bright,
The fruit is coming on.

Chorus:

That the boys and girls want apples should be kept in mind,
And many worthy orphan homes are not hard to find,
To them we send some fruit with kindest thoughts entwined,
Pass the apples along.

Chorus:

Sweetest singing voices swelling o'er land of the free,
And refrain of apple songs rising o'er waves of foaming sea,
And all blending in thrilling tone of joyful jubilee,
Music is marching on.
Chorus:

City Produce Markets Furnish Ample Evidence of Popularity of Slack Barrels. A Trip Through One of These Institutions an Instructive Journey

To those pessimistically-bent individuals who are inclined to mourn the waning popularity of the slack barrel in the fruit and vegetable packing trade, a trip through the produce markets of any large city would be an illuminating and informative journey as it would dissipate their unfounded and unwarranted impressions of a decrease in the size and volume of barrel consumption in this field. It makes little difference whether one elects to saunter through the produce markets of Kansas City, Chicago, Cleveland, Philadelphia, New York or elsewhere, since the national appetite of the American people is a more or less staple proposition, and they relish cabbages, apples and onions with the same fervor in San Francisco as they do in Boston. One market, in these days of express and aeroplane delivery, is as illustrative as another—as a matter of fact, due to modern fast transportation and special car equipment, distance means nothing in the distribution of farm or orchard products, so that Los Angeles, California, and Portland, Maine, place Texas watermelons on sale on the same day.

Speed in Selling Is Vital

Because a large percentage of the goods handled are perishable, the element of speedy distribution is a very vital factor in the produce trade, which is something of a "one-day" business in that fruit and vegetables are usually disposed of on the day of their receipt. This factor of speed is in a large measure responsible for the development of market areas adjacent to docks and freight terminals, where the transfer of goods from the boat or car to the commission house may be made with the least possible loss of time.

The Commission Houses

The ordinary commission business is transacted from a store-room that is bare of shelving or counters, and with the entire front open to the street. Goods for sale are stacked up inside the store, on the pavement in front of the store and, in most cases, way beyond the curb into the street. Barrels, boxes, crates, hampers, baskets, bags and other packages, a few of each variety open for the inspection of buyers, are piled high both inside and outside in such volume as to leave only a moderately wide passageway for pedestrians and truck traffic.

At the opening of the day's business, which is usually about four o'clock in the morning, the whole market section is covered with tremendous mounds of fresh fruits and vegetables, which have been received and piled up during the night previous, and which begin to melt away as soon as the army of buyers, who are always on hand when the stores open, have placed the first orders. There is no delay in deliveries—an order is scarcely given before the goods are being hustled into drays or trucks and are on their way to the point of retail distribution.

Hustle and Bustle Beggars Description

It is difficult to describe the hustle and bustle, ballyhoo and babel, that prevails when business is at its height. The confusion, to the uninitiated eye, seems absolute, and it is only after the first impression wears off that one is able to discover order in the chaos and realize that what looks to the lay observer to be a hopelessly complicated tangle of aimless and senseless hurry and scurry, is really the normal and efficient functioning of a highly specialized modern business institution.

The casual spectator of a busy market's activities finds himself in an interesting and, ofttimes, mildly exciting situation. Venturing into the whirl and swirl of traffic, he has to keep his eyes and his wits about him else he is almost certain to run afoul of embarrassment. The draymen, truckers, and the other husky handlers, who comprise the working force that daily builds up and tears down a veritable mountain range of produce, and who always work at top speed, are not noted for their courtesy in speech nor their refinement of social etiquette, and they are apt to be somewhat impatient or annoyed if interrupted or delayed by the saunter of the idle onlooker, therefore he will do well to keep his ears open for the "heads up" or "coming thru" that is barked incessantly by these busy and brusque laborers as they rush their hand trucks or their shouldered burdens in and out of the stores or along the narrow paths on the pavement.

Necessity Makes Commission Merchants Star Salesmen

Necessity, the vital need to speed distribution, the supreme importance of disposing of stocks while they are still fresh and new, makes excellent salesmen of the commission merchants. They can't afford to "carry over" their merchandise, as deterioration is quick and sure, hence they are forced to use "high-pressure" methods in their business. They must sell and sell quickly if they are to escape heavy losses, wherefore they or their clerks importune the throng of buyers something after the manner of the barker at a sideshow. The cries and exhortations of the salesmen added to the shouting and clamor of the loaders and handlers, creates a medley of sound that reminds one strongly of the midway at a fair.

The Traffic Maelstrom

A glance into the street reveals a seeming chaos—heavy trucks, light delivery autos, drays, wagons, and pushcarts, headed this way and that, moving in every direction, and apparently in an inextricable confusion, but all, somehow, getting where they want to go. It is astonishing to note the skill and certainty with which the drivers guide their machines and horses through this maze. It may be that the sincere, heartfelt, and extremely picturesque profanity that they address to each other and to the careless pedestrian, has some direct bearing on their remarkable proficiency; at any rate, they all seem to be past masters in the combined arts of swearing and driving.

Sights Gratifying to Those Interested in Cooperage

To the person interested in cooperage there is plenty to be seen in the market that will intrigue his interest. If he goes there carrying the impression that the slack barrel in the produce industry is a declining institution, he will be agreeably surprised, as on every hand he will find ample and conclusive evidence that the good old wooden barrel of ancient and honorable lineage is still regarded by fruit and vegetable growers and shippers as the best possible package for the distribution of a goodly production of their products. Everywhere throughout the stacks and piles of goods he will find this "old reliable" container in such volume and numbers as to revive his flagging faith in the continuance of its use in this field. The variety and bulk of the fruits and vegetables that are packed in barrels is imposing, and just so long as barrels continue to "deliver the goods" their tenure on this trade is reasonably secure.

Watermelons in Barrels!

A new and unique use for slack barrels—at least it is new as far as the writer knows—was noted on a recent trip through the Dock Street produce market in Philadelphia. On the pavement, outside a commission house that handles southern fruits, there were some ten or twelve barrels packed with watermelons. The big fruit were placed end-wise in the barrel, the top row extending 8 or 10 inches beyond the tips of the staves and held in the container by two wooden hoops which were split and crossed over the top of the melons after the manner of straps. Inquiry developed the fact that this method of packing was used for local shipments. If barrels can be used with satisfactory results in the distribution of such bulky and cumbrous commodity as watermelons, it is logical to assume that there are few vegetables in the commercial list for which it is unsuited as a package.

The Barrel a Popular Package in the Produce Field

The barrel is far from being a "has been" in the produce field; on the contrary, it is distinctly a popular package and its present prestige needs only such reasonable support in the way of quality, and boosting in the way of advertising, as common business judgment dictates, to continue in the favor of its present users and to widen its clientele to include those packers and shippers who have not yet tested its merits.

J. RAIBLE & CO. ACQUIRE HEADING PLANT

The plant of the Kimball Heading Company, at Blountsville, Alabama, which was recently destroyed by fire, has been taken over and will be rebuilt by J. Raible and Company.

GOOD CRANBERRY CROP PRACTICALLY ASSURED

In the opinion of practical cranberry growers and others qualified to make reasonably accurate forecasts as to the probable yield of the coming season, a full average crop of the succulent berry will be harvested this fall. According to competent authorities, those of us who regard our Thanksgiving and Christmas turkeys as insipid and tasteless without "fixins" of cranberry sauce, need suffer no concern on the score of a shortage.

The American Cranberry Exchange, in a recent report on the three principal eastern fields, gives out the following:

"Cape Cod: The principal frost damage was on dry bogs that did not have proper water protection and we understand such bogs had already suffered severely by winter kill. These are mostly the smaller size bogs and mostly located on lower Cape Cod. All vines not damaged by winter kill or frost are now in full bloom and a larger crop than last year is now in prospect.

"New Jersey: Very little frost damage. The vines have been in bloom for some time and on many bogs the berries are setting. Weather conditions during blooming time were favorable and there is now in prospect a crop equal to that of last year, which was a normal one for New Jersey.

"Wisconsin: Present prospects good and if nothing unforeseen happens to the crop it should be double that of last year.

"Many things can happen between now and harvesting time, but present prospects indicate an average crop of cranberries."

F. L. Kent, federal statistician for Oregon, in a late discussion of the cranberry situation in the Northwest, said that the cranberry industry in Oregon and Washington appears to have shown no very active growth or expansion during the last few years. While there is a considerable area suited to growing cranberries, "promotion" has played its usual role and some bogs have not been properly handled, nor production very satisfactory.

The main cranberry district of the Pacific Northwest is in the vicinity of the mouth of the Columbia River. On the Oregon side of the river are about 120 acres in bearing and around 650 acres on the Washington side. This district is known as the "Clatsop Plains." Another area of about 40 acres, is located mostly in the Coos Bay district, midway on the Oregon Coast, North and South. The 1921 crop of cranberries in Washington was 23,160 bushels; the crop from this district on the Oregon side of the Columbia River was between 4,000 and 5,000 bushels, and the Coos Bay district crop probably from 1,250 to 1,500 bushels.

Not much new planting is reported in late years, but some small increases in yield per acre has doubtless resulted from maturity of the later plantings. Yields of the past two years have not been as large as previous crops, due mainly to insect damage, but the outlook for 1922 is much better.

Summing up the predictions on all four producing areas, the crop as a whole promises good volume. Coopers who specialize this branch of the produce trade will do well, under the conditions, to get their sales propaganda under way and make ready to provide for the package needs of the growers.

INDUSTRIAL MOVIES URGED AS SALES AID OF AMERICAN PRODUCTS

The National Association of Manufacturers, New York announced recently the inauguration of an effort to have motion pictures used to further a systematic, centered method of trade distribution that will not only cover the country, but reach into other lands as well. All of the Nation's industries have been asked to consider the scheme, which it is believed will greatly increase commerce.

John E. Edgerton, president of the association, has called a conference for April 11, at Washington, of all the manufacturers of the country who are interested in the motion picture as a means of industrial education and salesmanship. Mr. Edgerton says there is immediate necessity for this country to develop its industrial and sales pictures to the highest point in order to keep abreast of other countries in the war for commerce.

"Other countries, having flooded America with goods produced at a figure far below anything we could dream of," he said, "are now going into the other sections of the world, using motion pictures as one of the most effective salesmen. American goods are bound to suffer, and we must not close our eyes to this situation. We must go after this business as we would for domestic business, and one of our most valuable means will be the industrial motion picture. Other countries have already started motion picture sales campaigns.

Trade Extension Activities of Slack Branch of Associated Cooperage Industries Get Under Way. Committee Launches Drive

The Slack Branch of The Associated Cooperage Industries of America has begun active work in its trade extension labors, taking the initial steps in a program which, if carried out to the full extent of its possibilities, cannot fail to bring about splendid results.

To Capitalize Purchasing Power of the Industry

One of the agencies that the Trade Extension Committee is planning to use, and from which tangible benefit is expected to accrue in a relatively short time, is the influence which can be wielded by the purchasing power of the personnel of the cooperage industry. Predicated upon the premise that the purchasing power of the rank and file of the industry—manufacturers, employes, dealers and all others interested in any way in cooperage—is a widespread agency that is charged with latent power, it is proposed to so organize and mould this influence that it can be used as a strongly persuasive factor in inducing bakers, grocers, butchers and other tradesmen to specify wooden barrels as containers for as many of the commodities that they handle as are suited to this style of package.

Every Manufacturer and Employe Has Vital Interest

Primarily the personnel of the industry, which derives its livelihood, either directly or indirectly, from the continued use of the barrel, has a vital and vigorous interest in the boosting of barrel consumption, and this interest is the most effective appeal that can be advanced to elicit their whole-hearted support for the present movement. Every cooper shop, stave plant, barrel factory or other operation connected with the industry is the center or focus of a purchasing power of sufficient importance to be recognized and catered to by the merchants in any local community, and it can be so exercised by co-operative effort, as to exert considerable pressure in the proposed drive. Multiply the single unit by the number of plants and cooperage enterprises spread out over the country, and it becomes clear that the industry possesses an argument of national application that, if skillfully used, should be of great potency in conversations with merchants anent their increased use of wooden barrels.

"Everything in Barrels"

In its efforts to mould the buying power of the industry into a solidly organized agency, the Trade Extension Committee has adopted the slogan "Everything in Barrels," and has distributed throughout the trade the details of their plan of organization, together with placards, dodgers and other printed matter designed to help the cause along. Each cooper shop, stave plant, heading factory, etc., is urged to organize its employes and appoint committees to wait upon local merchants with the view of inducing them to specify barrels as the preferred containers for their goods. These committees shall report to the management of the plant, which in turn shall advise the Trade Extension Department at St. Louis of the results accomplished, so that a check can be kept upon the progress of the campaign.

Other Activities of Trade Extension Department

Besides carrying out the preliminary details of the above drive, the slack barrel field representative, Mr. A. C. Hughes, has been attending conventions of various package-using lines, as well as visiting numerous large barrel-consuming manufacturing concerns in the interests of better container service. While the present campaign is being conducted under the auspices of the Slack Barrel Group of the Association, an invitation has been extended to the Tight Branch to co-operate to the end of making the drive as powerful as the combined efforts of the entire industry will permit.

INTERSTATE COMMERCE COMMISSION MAKES IMPORTANT DECISION ON FREIGHT ROUTINGS

The recent decision of the Interstate Commerce Commission in the case of William Danzer & Company vs. the Gulf & Ship Island R. R. et al, will doubtless be of interest to all shippers in the cooperage industry, in that the commission's decision awarded reparations to the complainant for damages suffered as the result of the misrouting of a car-load of merchandise. It was brought forth in the hearing that a car-load of lath, shipped from Lyman, Miss., to Wilkes-Barre, Pa., was routed over the Norfolk & Western, through Hagerstown, Md., on the original bill-of-lading. Desiring to divert the car in transit, the complainant addressed the Division Freight Agent at Harrisburg, Pa., and also at Hagerstown, Md., asking that the car be held at the latter place. It was brought out further, that the Gulf & Ship Island, instead of forwarding the car as per the original routing, had, after undue delay enroute, sent it over the Louisville & Nashville and the Pennsylvania railroads to destination, and that the car did not go through Hagerstown.

On arrival at Wilkes-Barre, the car was refused and finally sold for charges, bringing $200, which was less than the amount of the bill rendered by the railroad. The finding of the commission, in which reparations were awarded to the complainant in the amount of the value of the lath, less the freight from Lyman, Miss., to Hagerstown, Md., establishes the fact that where a specific route is designated by a shipper, the transportation of merchandise over any other route, resulting in loss or damage to the shipper or consignee, is an infringement of the law and just grounds for claims for reparation.

COLWELL COOPERAGE COMPANY ISSUES NEW CATALOG

The Colwell Cooperage Company, the house that sells "everything the cooper needs," is distributing a new catalog which they have recently compiled. As is usual in this progressive company's practice, they have issued a document that is the last word in artistic composition and printing. Bound in heavy art paper of a strikingly unique pattern, it is a book that can not fail to attract favorable attention and comment. The Colwell Company are to be congratulated upon its general excellence.

ATLAS COOPERAGE COMPANY ENDEAVORING TO RE-LEASE FOSTORIA PLANT

According to a recent statement made by Mr. Ralph Morris, an officer of the Atlas Cooperage Company, Fostoria, Ohio, efforts are being put forth to renew the lease under which they have been occupying the building used as their factory. The Mennel Milling Company are the owners of the property, and if satisfactory terms can be arranged, the plant, which has been shut down lately, will be put into operation again.

COOPER SHOP DAMAGED BY BLAZE

The cooper shop of Henry Brenner, 141 Bradford Street, Dayton, Ohio, was damaged to the extent of $1,500 by a fire which broke out in a barrel shed on the morning of July 11th. Spontaneous combustion is charged as the cause of the flames.

B. B. HALSTEAD ON VACATION TRIP TO EUROPE

B. B. Halstead, the directing head of the Farmers' Manufacturing Company, Norfolk, Va., a widely known figure in the cooperage industry, sailed on July 7th for a vacation tour of European countries, which will keep him away from his desk until September. While the trip will be principally one of relaxation from business cares, Mr. Halstead will make incidental surveys of the cooperage situation in the different industrial centers on his itinerary.

MONTGOMERY STAVE AND HEADING COMPANY OPENS NEW PLANT

A new stave, heading and cooperage plant, completely equipped to cut stock and manufacture finished barrels and kegs, has recently been erected at Montgomery, Ala., and put into operation by the Montgomery Stave and Cooperage Company. The factory, which is all under one roof, will be devoted to the manufacture of tight cooperage and cooperage stock.

NEW COOPERAGE COMPANY CHARTERED IN LOUISIANA

A new cooperage concern, The Hannen Cooperage Company, capital stock $20,000, has been organized at Monroe, Louisiana. They will engage in the manufacture of tight stock.

Buffalo Cooperage Market Disturbed by Shopmen's Strike

Canadian Shippers Warned of Possible Stock Shortage

The Buffalo cooperage market is somewhat unsettled, due to conditions brought about by the shopmen's strike. It is stated that no great hold-up of shipments has yet occurred, but the coopers are somewhat alarmed over the possibility of a tie-up of the roads. Already many freight trains have been discontinued and a few of the local mills are finding difficulty in making deliveries. A small number of buyers have provided for their future stock requirements, to a limited extent, as they saw the probability of railroad troubles, but coopers, as a rule, do not have any great amount of storage space and so are not in position to buy much ahead.

Flour Exports Fairly Good

The export flour trade holds fairly good, but coopers rarely have advance information as to whether this flour is to go in wood or soft packages. Trade in general is not materially changed. The big spurts which used to encourage the coopers in years past have not been in evidence lately, and demand seems to lack the buoyancy of old times.

Bright Prospects for Apple Barrel Business

The call for apple barrels ought to be good, but it will take another month, or perhaps two, to determine whether or not this demand will shape about to the benefit of the coopers. In the first place, it will have to be known whether the price of apples is going to be high enough to warrant packing them in wood, and in the second place, unrestrained competition, which often reduces the price of barrels to cost, will have to be considered. Nothing startling has developed in these lines as yet, but if anything like the apple price of last fall prevails, it is unlikely that either an over-abundance of fruit or keen competition will reduce barrel prices to an unprofitable level. As a rule all fruit crops in this territory are large and apples give excellent promise of hearing out early season predictions.

Quotations on slack cooperage stock are as follows:

No. 1, 30-inch elm staves	$16.50a$17.00
No. 2, 30-inch elm staves	10.00a 10.50
No. 1, 30-inch gum staves	16.00a 16.50
No. 1, 28½-inch elm staves	16.50a 17.00
No. 1, 28½-inch gum staves	16.00a 16.50
No. 2, 28½-inch gum staves	10.00a 10.50
Mill run, 28½-inch gum staves, fruit	11.00a 11.50
Six-foot hoops; six-foot-nine hoops	15.50a 16.00
No. 1, 19⅛-inch basswood heading	12½a13c
No. 1, 19⅛-inch gum heading	12½a13c
No. 1, 17⅞-inch basswood heading	11½a12c
No. 1, 17⅞-inch gum heading	11½a12c

Stock Shortage Predicted in Canada

Over in Canada it is said that there is a possibility of a shortage of slack cooperage stock this year, but in Buffalo no such conditions prevail. A local cooper, who was asked as to this, said: "Coopers can get all the stock they want, and on short notice."

The Canadian situation has been investigated by the Dominion Horticultural Council, which, after making a complete survey, warned apple packers that there is every probability of a serious shortage. In a few of the barrel sections of Canada the stocks held by the coopers may fill the demand, but in the majority of districts, where a large crop is expected, there does not appear to be enough stock to meet more than half the requirements. The explanation for this shortage lies in the fact that Canadian barrel manufacturers, having suffered severe financial losses last year, have not made as large stock purchases as usual, and as a result, on April 1, 1922, only about 58 per cent. of what might be termed a normal supply of cooperage stock was on hand. Buyers of barrels have, in the past, made a practice of waiting until the last minute before ordering their packages, which has always resulted in the overtaxing of the mills in producing the stock. The Council has strongly advised against such a policy of delay this year.

Trade Jottings

The Peter Pfeil Cooperage Works report an active demand for beer kegs and wooden tanks, which are being turned out as specialties. Business has been good in these lines for some time past. The firm has a good quantity of tight stock on hand.

W. G. Pennypacker, Jr., has returned from his annual motor trip through the apple district and reports that a good-sized crop will be picked this year. Buying of barrels has not started up extensively, but he looks for a good improvement within the next two weeks.

SURVEY OF TIGHT STAVE MARKET IN FRANCE

Assistant Commercial Attaché J. F. Butler, Paris.

Tight staves in France are used principally in the manufacture of barrels for wine, beer, and liquor. As France is the most important wine producing country, a greater proportion of the staves consumed are used in the making of wine barrels. In some cases staves from old wine barrels are used in making casks for liquors, although such casks are usually made from new staves. Barrels which have contained edible oil are purchased in large quantities by cider and vinegar producers, located principally in Normandy.

Slack barrels are employed to a far less extent than in the United States, packing cases being preferred for the majority of dry products. The most conspicuous exception is the case of cement, for which barrels are normally used to a large extent. The high prices of imported staves for this purpose during and since the war have made it advisable for cement manufacturers to employ bags in large measure. Important stocks of bags formerly used as sand bags by the armies in France were acquired by cement manufacturers.

Tight Staves Imported Principally from United States

Most of the staves shipped to France are tight, consisting of white oak and red oak for manufacturing wine, beer, and liquor barrels, of gum for oil barrels, and of pine for cement barrels. Red oak, being more porous than white oak, is used to a far less extent than the latter, being confined chiefly to the manufacture of hogsheads. The United States exports no slack staves to France. Its exports of tight staves, which are almost exclusively for wine barrels, normally constitute more than one-half of France's total imports of such staves, as shown by the following table of imports during the past 10 years:

Imports of Staves from United States and Other Countries

Year.	Imports of oak staves. United States.	Imports of oak staves. All other countries	Imports of staves other than oak from all countries.
	Metric tons	*Metric tons*	*Metric tons*
1912	44 013	29,746	7.243
1913	41,007	32,129	5 821
1914	35,048	16,792	3 915
1915	16,891	5,819	3,366
1916	13,372	1,448	2.754
1917	11,513	1,415	3.347
1918	2,360	1,262	3,046
1919	23,160	1,833	8,146
1920	32,071	11,254	4,547
1921	10,707	6,860	3.916

Before the war more than one-fourth of the imports of oak staves came from Russia, while Austria-Hungary was the third largest exporter. The bulk of the imports of staves other than oak came from Austria-Hungary. Since the war no staves have been received from Russia, while the relative importance of imports of oak staves from the United States has greatly increased. During the past three years from one-half to three-fourths of the total imports of staves other than oak came from Italy.

Some years ago, rather fair quantities of staves for making beer barrels were imported from the United States, but such imports are now small. Large quantities of beer barrel staves come from Germany, Czechoslovakia, and Serbia.

Dimensions of Staves Generally Used

The dimensions of imported staves correspond to those of staves manufactured in France, the unit of measure being the ancient French inch known as the "pouce." The pouce is one-twelfth of a pied (foot) and is in turn divided into 12 lignes (lines). A pouce is equivalent to 27 millimeters, while the English inch equals 25.4 millimeters. Following are the dimensions of standard wine staves:

Half barrels	30, by 4 to 6, by 1	to 1½ pouces
Standard claret barrel	36, by 4 to 6, by 1	to 1½ pouces
Hogsheads	42, by 4 to 6, by 1½	to 2 pouces

The standard claret barrel is the one most generally used. It contains 228 liters. The hogshead (demi-muid) is used chiefly in the south of France and in Algeria. It contains about 600 liters. Certain quantities of large hogshead (muids), containing about four claret barrels, or approximately 900 liters, are also used. There is a limited market for special sizes of staves used in the manufacture of storage barrels, some of these being as high as 10 feet. In shipments from the United States it is usually stipulated that at least 75 per cent. of the lot must be perfect as to dimensions.

Production of Staves in France

Before the war practically no staves were made in France, due in part to the scarcity of suitable wood but principally because of the low prices of imported staves against which the French could not compete. The high price of imported staves during and since the war is responsible for the establishment of the domestic industry. Unfortunately, however, French supplies of oak are small and it is necessary to use chestnut principally. These staves are not at all satisfactory for wine, beer, or liquor barrels, and are considered as a makeshift. The great objection to chestnut barrels is that they destroy or deteriorate the flavor or "parfum" of wines and other beverages. They are, therefore, never used as containers for choice wines. When used to transport other wines, the wine is generally removed from the barrel as soon as possible after arrival. At present the domestic production of staves may be estimated at 10 per cent. of the consumption.

However, stave importers state that the local industry can survive only while the prices of imported staves are high. When prices of imported staves return to a more normal level French stave manufacturers will be unable to compete against American and other foreign manufacturers. In 1913, standard white-oak staves, 36 pouce long, 4 to 6 pouce wide, and 1 to 1½ pouces thick, were sold at from 75 centimes to 1 franc apiece. The prices of new empty wine barrels before the war were from 20 to 22 francs. In 1920 they were sold at 250 francs. The prices in 1921 remained very high. New barrels are now sold at from 80 to 100 francs apiece.

Pre-war Consumption—Stocks at Bordeaux

It is impossible to state accurately the pre-war consumption of staves in France. One of the largest importers, who has been handling tight staves exclusively for many years, estimates the pre-war annual consumption of such staves at about 15,000,000.

Before the war staves were generally shipped sold. During the past year or more, large quantities have been sent to France on consignment. While the consumption of staves each year since before the war has fluctuated largely, there has been a marked downward tendency due to the establishment of prohibitions, Government control, and high import and consumption taxes on alcoholic beverages in various countries.

Stocks of American staves at Bordeaux are now very large. The stave importers did not escape the effects of the abrupt fall in demand for merchandise of all sorts occasioned by the business depression. Many of them still have large stocks which are being liquidated with difficulty and at a heavy loss.

OFFERS PRIZES TO STIMULATE INVENTIVE EFFORT. COMPETITION OPEN TO THE PUBLIC

Encouraged by the response to its prize offer last year, the National Lumber Manufacturers' Association has decided to offer $2,000 in prizes this year for the discovery of new methods, new machinery, or new devices in the lumber industry, so it was announced today at the office of the association here.

Last year's prize of $1,000 was in a single award, but this year the $2,000 will be divided into a first prize of $1,000, a second prize of $500, three $100 and four $50 prizes. The National Lumber Manufacturers' Association believes that widening the prize distribution so that nine contestants "will be in the money," will lead to the receipt of a large number of suggestions.

The competition is open to anyone, in or out of the industry, and utterly free from the petty and annoying restrictions often attached to contests of this sort. Practically, the only conditions are that entries for the competition must be made before the time of the next national convention of the association, which will probably be held in April, 1923, and that any suggestion offered must relate to a new method, new machine or new device, which, in practical application or use, will result in an appreciable saving of labor, time, material or expense, when applied to present manufacturing processes in the lumber industry. Contestants are to correspond with and submit their ideas to the Technical and Research Department of the National Lumber Manufacturers' Association, International Building, Washington, D. C. While there are no prescriptions as to form of submission, contestants are advised to take pains to formulate their suggestions in a clear, concise manner; drawings, if any, and descriptive matter, to be in neat, thorough and intelligible form.

Awards will be made by a committee of fifteen lumber manufacturers chosen from the membership of the association.

Last year's prize was won by William H. Mason of Laurel, Miss., for the development of a method for the extraction of pitch and its by-products from pine, the process being installed in connection with the dry kiln of a lumber manufacturing plant.

RATE REDUCTIONS ORDERED BY COMMERCE COMMISSION BEING PUT INTO EFFECT

Many local traffic offices have received the tariff schedules putting into effect the reduced rates on lumber and cooperage growing out of the general reductions in all rates ordered by the Interstate Commerce Commission, effective July 1. Owing to the short time available, some unusual expedients had to be resorted to in order to make the reductions effective in time, and the result is some little confusion and complication in figuring out the rates, while, as was to be expected, the bases published for figuring the new rates from those in effect immediately before, do not in all cases check out exactly in accordance with that prescribed by the commission, which was certain percentages over those effective June 25, 1920. In fact, a check of a few of the rates shows a difference of one cent between the two, which will have to be corrected later by new tariffs based directly on the June 25, 1920, rates.

As a matter of course, numerous adjustments will have to be taken up and corrected with the carriers in connection with the reissuance of the rates, and one of these has already been taken up with the Mississippi Valley roads by the Southern Pine Association. This involves the rates to what are called Mid-Eastern points, embracing principally points in Virginia and West Virginia. The basis of these rates is combination of locals, and they have been attempted to be kept in line with the general changes by Kelly's tariff covering the method of making combination rates. A check of the rates shows them too much out of line, and a conference was held last Monday with the representatives of the originating roads, at which the understanding was virtually reached that the rates would be checked over and published in a tariff naming the specific through rates.

LUMBER ASSOCIATION OFFERS TO CO-OPERATE WITH THE GOVERNMENT

Possibilities of an important advance in effective co-operation between the great national industrial associations and the government were disclosed in a letter from Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, to the newly established Trade Associations, Division of the Department of Commerce.

Mr. Compton places the whole statistical organization of his association at the service of the government in such manner that the public can have all the trade information that the lumber manufacturers compile for themselves as soon, if not sooner, than it is available for individual member manufacturers.

The purpose of the National Lumber Manufacturers' Association in thus making available to the government and the public, without charge, a statistical service that has been built up through many years, and at great cost, is two fold. (I) To give prompt and conclusive evidence that the subscribers of the association in the collection and dissemination of lumber-trade information, neither have nor desire any commercial advantages over non-subscribers or the public. (II) To pioneer the way for a general exchange of trade association industrial statistics, through the Department of Commerce, so that it may be possible to obtain an accurate current record of the industrial activities of America.

The intimate knowledge of supply and demand which the War Industries Board enjoyed during the war, by virtue of its dictatorial powers, has long pointed the way to greater economy and generally more intelligent direction of industry through definite knowledge of the basic facts of consumption and production. As Congress has failed to make comprehensive provision for the collection of such statistics it has devolved upon the Associations that collect them individually to make them available. The Division of Trade Associations of the Department of Commerce, under the direction of David L. Wing, special assistant to Secretary Hoover, provides the necessary machinery.

Mr. Compton's letter gives the Department of Commerce exact information concerning the manner in which the National Lumber Manufacturers' Association collects and distributes lumber trade information, which consists of weekly statistics of the softwood lumber movements, giving the production, shipments and orders and changes in stocks as reported by eight regional associations, a quarterly graphic lumber summary and a monthly graphic summary of general business statistics.

The action of the National Lumber Manufacturers' Association sets a laudable example that could well be emulated by other industrial bodies.

ESTABLISHED OVER ONE-HALF CENTURY

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

Tight Cooperage Situation in Philadelphia Materially Bettered in Past Sixty Days

Slack Lines Moderately Brisk

Tight cooperage interests in Philadelphia are prone to be a great deal more cheerful at present than they were sixty days ago. Their buoyant frame of mind is largely the result of a stimulation of the barrel business that is reflected in the container orders which are being placed on their books.

The Oil Barrel Is the Controlling Factor in the Local Tight Cooperage Market

In this market, which has a widely diversified range of tight cooperage consumers, the oil industry is the factor that controls the general situation and makes business either brisk or dull. The oil trade absorbs by far the largest volume of cooperage that is marketed in and around this city, consuming, probably, more than all other tight barrel users combined, under which condition it is readily seen, that when the refineries are taking barrels in normal or usual quantities, the Philadelphia tight cooperage business is good, and when they are not, it is anything from poor to extremely dull.

Oil Companies Are Buying Barrels Now

At present the oil companies are buying, not, it must be admitted, in the tremendous volume that was their wont in the halcyon business days of the recent war period, nor possibly even in what might be termed "normal" quantities, but nevertheless, they are taking barrels from the local dealers in sufficiently large lots to divide their orders among a considerable number of shops and give each one enough business to make the transactions distinctly worth while.

Wooden Barrel Staging a "Come-Back" in Oil Trade

The one-trip steel drum, which up until a short time ago seemed to have attained a measure of popularity in the lubricating oil trade, is not fulfilling the predictions of its sponsers that it would prove a dangerous competitor of the wooden barrel in this field.

So long as its manufacturers were willing to sell it at a good substantial margin under the cost of the standard red oak oil barrel, the purchasing agents of the oil companies were not loath to grasp the opportunity to effect large economies in their container costs, but when the price was put back to the level at which the factories could at least "break even," it was found that quotations on "steel" were considerably higher than current quotations on "wood," and as a result, the steel drum's popularity in the oil trade began to wane immediately. Local indications point to a rushing return of the good old wooden barrel to the favor and esteem of the oil companies who have given steel a fair and unprejudiced trial, and have evidently found it less satisfactory than wood.

Present Demand Includes All Classes of Containers

The oil business, together with a gradually and steadily increasing general industrial demand for tight containers, is keeping all the local cooperages busy—practically every shop of consequence in the city is working full-time.

Present demand is varied—oil, spirit, vinegar, glucose, pickle, paint and numerous other lines being represented in the buying. New barrels seem to be moving as well as used and re-coopered containers, while the sale of kegs of from 5 to 20-gallon capacity is especially brisk.

Formerly Inactive Lines Again in the Market

This varied demand is particularly pleasing to local trade as they see in it every evidence of progressively improving business conditions. Some lines of consumption that have been inactive for eighteen months or more are coming into the market with inquiries, while other lines that have been absorbing barrels on a decidedly limited scale are increasing the size and frequency of their orders—all to the mounting satisfaction of tight cooperage dealers.

Slack Shops Operating About 75 Per Cent. Capacity

The slack line has not developed quite the snap that is apparent in the tight branch, but on the other hand, neither is it quite as "soft" as it was two months ago. While demand is not sufficiently strong to keep the commercial slack cooper shops operating full time, production, on the whole, will approximate 75 per cent. of normal capacity.

Philadelphia Not a Slack "Center"

As a general proposition, this particular territory is not regarded as a slack "center," inasmuch as practically the entire production of local shops is absorbed in the home market. There is comparatively little shipping done to the "outside." Sugar refineries and the various other industrial plants scattered about the city and its environs are the customers catered to, the produce and fruit consumption being relatively insignificant, except as a market for second-hand packages.

Present Conditions Moderately Good

"Fair" might be the term most aptly applied to the present slack situation—neither very good nor very bad. The sugar refineries are consistent consumers of barrels, their output, of which about 15 per cent. goes into wood, maintaining a nearly constant level throughout the year, but the general industrial demand has a barometric instability which rushes the cooper shops to peak capacity one week, and lets them down to minimum production the next. For the past two months, however, conditions have been improving generally, and the trade as a whole, is moderately well satisfied.

Situation Satisfactory

Viewing both tight and slack lines as a unit, the local situation can be summed up as fairly satisfactory now, with every indication of better business ahead.

COL. MACK MORRIS RECOVERS FROM ILLNESS

Col. Mack Morris, president of the Harlan-Morris Manufacturing Company, Nashville, Tenn., one of the oldest and possibly one of the best known figures in the cooperage trade, who has recently been suffering from a slight indisposition, has recovered sufficiently to again assume active work in the management of the numerous enterprises in which he is interested. Mr. Morris, while one of the "old timers" in the cooperage industry, has numerous other activities under his direction, and his host of friends will doubtless be glad to learn that he is back in harness discharging his various duties with his accustomed vim and vigor.

Mill Shoals Cooperage Company

Slack Stock Specialists

MANUFACTURERS OF

Slack Staves, Hoops and Heading

IF YOU WANT Staves of "Quality," from 24" to 48"
Hoops, first class in every particular
Heading that is perfectly manufactured WRITE US

Shipments prompt and satisfactory

ST. LOUIS, MO.

SEEKING TO REFOREST PINE LANDS

The only commercial pine nursery in the South is being established near Bogalusa, La., by the Great Southern Lumber Company, of that city in co-operation with the Department of Forestry of the State Conservation Commission of Louisiana. The forestry department of the lumber company, through J. K. Johnson will have charge of the nursery and Mr. Johnson will have the active co-operation of V. H. Sonderegger, state forester, in making it a success. An acre and a half of ground has been turned over for the nursery and three styles of growing are to be undertaken.

It is the first attempt in the South to raise seedlings for the purpose of restocking lands that have been so denuded as to leave no seed trees for natural reforestation. There are to be nine beds planted in seeds three being screened all around against the ravages of rodents and birds. These three beds are expected to produce the best as well as quickest results it being desirous of having the seedlings from them for use this fall on lands it is desired to reforest immediately in that manner. Three beds will not be screened, but will be covered with burlap to protect them against the birds, and the remaining three will be handled in the natural manner and the trees transplated to other nursery beds for later transference to cut-over and denuded lands.

The Great Southern Lumber Company has several thousand acres of badly denuded lands and the seedlings from the first three beds will be transplanted to them this fall. The others will be transplanted in what are called transplant beds and then planted in the forests to be started next year. A pound of seed will produce from 20,000 to 25,000 trees, depending on the species. Three species are to be experimented with—loblolly, slash and long leaf pine. Loblolly will be the principal species because of its quick growing possibilities.

O. B. COATS COOPERAGE COMPANY PURCHASES ANOTHER PLANT

The O. B. Coats Cooperage Company has added another plant to its growing chain of operations by the purchase of the stave and heading factory at Bolivar, Tennessee, formerly the property of the Southern Stave and Heading Company. New machinery and equipment, as well as several additional buildings are included in the plans which are being laid to make this cooperage operation one of the largest in the State.

READ OUR EDITORIALS AND SPECIAL ARTICLES. YOU WILL FIND THEM INTERESTING AND INSTRUCTIVE.

FRENCH INTERESTS TAKE STEPS TO COUNTERACT THE HEAVY TAXATION OF WINES IN VARIOUS COUNTRIES

The French wine industry having become alarmed at the material decrease in the volume of exports of their goods, which they charge to prohibitory foreign taxation, have determined to make a detailed survey of the situation and to take steps to counteract the tendency in various countries to prohibit the consumption of wine or to limit its use by means of heavy taxes. An active campaign is now being conducted in France and in many other foreign countries in favor of French wines. The future of American exports of staves is naturally closely related to the success or failure of this campaign. Incidentally, it is interesting to note that exports of staves to France from the United States in 1913 amounted to almost 25 per cent. of the value of our wine imports from that country during the same year. Another factor which tends to decrease the market for staves in France is the greater use which is being made of tank cars for transporting wine from the producing centers to the various large consuming centers and to the ports. Greater economy is being exercised with regard to old barrels. Before the war barrels which had been used to transport wine to Paris, were sold in that city for about 5 francs, as it did not pay usually to ship them back to the producing regions to be refilled. Because of the high prices of staves they are now returned for refilling.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

SAW MILL, HEADING AND HOOP MACHINERY

1 Lane Manufacturing Co. Saw Mill, No. 1. Left hand, 10 foot carriage, 15 foot feed; for sawing bolts, dogs and releases automatically.
1 Glader Hoop Expander, No. 2½. Takes sizes from 10 to 20 inches.
1 Trevor Heading Turner.
1 Trevor Bolt Equalizer.
All in good working order. Will be sold cheap.
T. H. SMITH,
56 Centre Street, Jamestown, N. Y.

PLANTS FOR SALE

DON'T MISS THIS OPPORTUNITY

FOR SALE—SLACK STAVE PLANT situated in Virginia, and now running. Plant is equipped with one 40-horsepower boiler, one 35-horsepower engine; one stave cutter; four stave jointers, shafting and belting. Also two 3-room shanties. Plant is located eight miles from railroad and can haul with truck. Have timber sufficient for two years' running, consisting of chestnut and oak, with some poplar. Will sell this plant for $1,750, and timber on stump for 40 cents per cord, or in lump. This is a bargain offered for a quick buyer. Address

"SUCCESS"
Care of The National Coopers' Journal, Philadelphia, Pa.

SLACK STAVE MILL

FOR SALE—Slack stave mill, ready to run. Large supply of timber available. Will sell outright or would consider taking partner.
Address P. O. Box 195, Melville, La.

SLACK BARREL HEADING MILL

FOR SALE—Slack Barrel Heading and Saw Mill, located in New York, also all equipment and stock on hand. Water and steam power. Stock consists of lumber, moulding, posts, slack barrel heading, apple barrels, etc. Equipment consists of steamboats, wagons, trucks, etc.
Rare bargain for quick buyer.
Address "HEADING MILL," care The National Coopers' Journal, Philadelphia, Pa.

MACHINERY FOR SALE

COOPERAGE MACHINERY FOR SALE

Oram Dreadnaught Stave Planer, 24" circle.
Oram Double Independent Stave Wheel Jointer, 36".
Oram Heading Jointer with dowel attachments.
Trevor Improved Jumbo 60" Heading Saw Machine.
24" Improved Re-steel Gerlach Drum Saw Machine.
Address "BARGAIN,"
Care of The National Coopers' Journal, Philadelphia, Pa.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
E. HENNING, INC., Borland Bldg., Chicago.

STAVE and HEADING MACHINERY WANTED

1—24" Whitney Stave Saw.
1—20" Whitney Stave Saw.
2 Bolt Equalizers.
1 Strait or Oram Thin Hoop Driver.
1 set slack stave machinery.
1 set tight heading machinery.
Address "MACHINERY," care The National Coopers' Journal, Philadelphia, Pa.

FOR SALE
REBUILT STAVE and HEADING MACHINERY
Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and Tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

WANTED—SECOND-HAND PACKAGES

WANTED—We are always in the market for 200-pound G. I. pork barrels. Let us have your quotations. John Connolly, Inc., 613 Jackson Street, Hoboken, N. J.

MACHINERY FOR SALE

FOR SALE
Whitney 20" Improved Drum Stave Saw, with re-steeled drum.
Greenwood Bolt Equalizer complete with good saws.
Oram Double Wheel Independent Stave Jointer for tight barrel staves.
Gerlach Double Wheel Cylinder Barrel Stave Jointer.
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BARREL ELEVATORS AND CONVEYORS

	Page
The John S. Oram Co., Cleveland, Ohio	16-17
J. D. Hollingshead Co., Chicago, Ill.	23

BARREL HEATERS

The Hynson Company, St. Louis, Mo.	30
J. D. Hollingshead Co., Chicago, Ill.	23
Colwell Cooperage Co., New York, N. Y.	7

BARREL MACHINERY

The John S. Oram Co., Cleveland, Ohio	16-17
E. & B. Holmes Machinery Co., Buffalo, N. Y.	30
Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover
Marten, Graham & Andresen, San Francisco, Cal.	I. B. C.
Weimer Engineering Works, Philadelphia, Pa.	6

COOPERS' FLAG

E. Henning, Inc., Chicago, Ill.	I. F. C.
J. D. Hollingshead Co., Chicago, Ill.	23
J. C. Frantz, Seneca Falls, N. Y.	25
S. E. Traver, Montezuma, N. Y.	25
Colwell Cooperage Co., New York	7

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y.	7
The Hynson Company, St. Louis, Mo.	30
J. D. Hollingshead Co., Chicago, Ill.	23

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark.	28
The Hynson Company, St. Louis, Mo.	30
J. D. Hollingshead Co., Chicago, Ill.	23

DRAG SAWS, ETC.

Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover
J. C. Pennoyer Co., Chicago, Ill.	4
Hill-Curtis Co., Kalamazoo, Mich.	I. B. C.
J. D. Hollingshead Co., Chicago, Ill.	23

EXPORTERS

E. Henning, Inc., Chicago, Ill.	I. F. C.
J. D. Hollingshead Co., Chicago, Ill.	23
Lucas E. Moore Stave Co., New Orleans and New York	18
Pekin Cooperage Co., 25 Broadway, New York, N. Y.	7
Chickasaw Cooperage Co., Memphis, Tenn.	7
Arkadelphia Milling Co., Arkadelphia, Ark.	29
Stephen Jerry Co., Brooklyn, N. Y.	28

HOOP MACHINES

Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover
The Hynson Company, St. Louis, Mo.	30

MACHINE KNIVES AND SAWS

The Peter Gerlach Co., Cleveland, Ohio	I. B. C.
J. D. Hollingshead Co., Chicago, Ill.	23

NAILS, STAPLES, TACKS, ETC.

The Hynson Company, St. Louis, Mo.	30
The Gen. W. Stanley Co., Belleville, Ill.	27
The Milwaukee Tack Co., Milwaukee, Wis.	27
Colwell Cooperage Co., New York, N. Y.	7

PAIL AND TUB MACHINERY

The Peter Gerlach Co., Cleveland, Ohio	I. B. C.
J. D. Hollingshead Co., Chicago, Ill.	23

SECOND-HAND BARRELS

C. Heidt & Son, Jersey City, N. J.	27
Layton Cooperage Co., Portland, Ore.	27
Bruce T. Werring, Washington, D. C.	27
Hugh O'Donnell, Meadow & Snyder Aves., Phila., Pa.	5
P. H. King, Delaware & Snyder Aves., Phila., Pa.	27
George W. Stone, Jr. & Sons, 1231 7th St., Wash., D.C.	27
J. J. O'Connor Co., Jersey City, N. J.	6
John Connolly, Inc., Hoboken, N. J.	6
The Joseph Bogner Bbl. Manufactory, Buffalo, N. Y.	27
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa.	27
H. Arenson & Co., Pittsburgh, Pa.	27

STAVE AND HEADING MACHINERY

The John S. Oram Co., Cleveland, Ohio	16-17
The Peter Gerlach Co., Cleveland, Ohio	I. B. C.
Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover
E. & B. Holmes Machinery Co., Buffalo, N. Y.	30
Trevor Manufacturing Co., Lockport, N. Y.	I. B. C.
J. D. Hollingshead Co., Chicago, Ill.	23

SPRAYING MACHINES

J. D. Hollingshead Co., Chicago, Ill.	23
Eureka Machine Co., 2605 Vega Ave., Cleveland, Ohio	29

SLACK BARREL STOCK (Manufacturers or Dealers)

J. C. Pennoyer Co., Chicago, Ill.	4
E. Henning, Inc., Chicago, Ill.	I. F. C.
Southern Cooperage Co., New Orleans, La.	28
J. D. Hollingshead Co., Chicago, Ill.	23
C. M. Van Aken Cooperage Co., 141 Broadway, New York	8
Wm. G. Pennypacker, Jr., Buffalo, N. Y.	Front Cover
Struthers-Ziegler Cooperage Co., Detroit, Mich.	6

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y.	7
J. D. Hollingshead Co., Chicago, Ill.	23
N. & H. O'Donnell Cooperage Co., Phila. and New York	27
C. Heidt & Son, Jersey City, N. J.	27
Pensacola Cooperage Co., Pensacola, Fla.	27
Skuse's Cooperage, Rochester, N. Y.	29
Illinois Cooperage Mfg. Co., Chicago, Ill.	5
John Connolly, Inc., Hoboken, N. J.	6
J. J. O'Connor Co., Inc., Jersey City, N. J.	6
Three-Way Barrel Works, Mound City, Ill.	5
Morris Walsh Sons, Pittsburgh, Pa.	25

SLACK COOPERAGE STOCK (Manufacturers and Dealers

J. C. Pennoyer Co., Chicago, Ill.	4
J. D. Hollingshead Co., Chicago, Ill.	23
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo.	8
C. M. Van Aken Cooperage Co., 141 Broadway, New York	8
Sutherland-Innes Co., Ltd., Chatham, Ont.	15
Trexler Cooperage Co., Allentown, Pa.	28
Wm. G. Pennypacker, Jr., Buffalo, N. Y.	F. C.
Reinschmidt Stave Co., Quitman, Ga.	22
H. C. Sheahan Co., Chicago, Ill.	29
Struthers-Ziegler Cooperage Co., Detroit, Mich.	6
Standard Hoop Co., Bay City, Mich.	28
W. A. Tschumy & Co., Norfolk, Va.	28
The J. V. Walsh Co., Pittsburgh, Pa.	28
E. Henning, Inc., Chicago, Ill.	I. F. C.
Colwell Cooperage Co., Memphis, Tenn.	8
C. E. Murray, Decherd, Tenn.	29
L. E. Mankin, Lewisburg, W. Va.	25
Stephen Jerry & Co., Brooklyn, N. Y.	28
J. M. Peel & Bro., Lake Village, Ark.	28
The W. M. Davis Co., Memphis, Tenn.	8
The Crozet Stave Corporation, Grand Rapids, Mich.	F. C.
Skuse's Cooperage, Rochester, N. Y.	29
Mill Shoals Cooperage Co., St. Louis, Mo.	23
The Vall-Donaldson Co., St. Louis, Mo.	15
Gideon-Anderson Co., St. Louis, Mo.	I. F. C.

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

W. T. Smith Lumber Co., Chapman, Ala.	29
Fields—Latta Stave Co., Dyersburg, Tenn.	28
O. L. Bartlett, Mound City, Ill.	25
Independent Cooperage Co., Fort Wayne, Ind.	18
The Vall Cooperage Co., Fort Wayne, Ind.	4
A. L. Pocesell & Co., Chicago, Ill.	3
Wylie and Wilson, Saginaw, Mich.	3
New Hampshire Stave & Hdg. Co., 79 Wall St., New York	3
Morris Walsh Sons, Pittsburgh, Pa.	5
Colwell Cooperage Co., New York, N. Y.	7

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago-New York	7
Hanlon-Gregory Co., Pittsburgh, Pa.	29
J. D. Hollingshead Co., Chicago, Ill.	23
E. Henning, Inc., Chicago, Ill.	I. F. C.

STOCK BUYERS

E. Henning, Inc., Chicago, Ill.	I. F. C.
J. D. Hollingshead Co., Chicago, Ill.	23
B. C. Sheahan Co., Chicago, Ill.	29
James Webster & Bro., Ltd., Liverpool, England	28
G. Sinclair & Sons, New Castle-On-Tyne, England	28
Hugh O'Donnell, Meadow & Snyder Aves., Phila., Pa.	6
P. H. King, Delaware & Snyder Aves., Phila., Pa.	27

TIGHT BARREL MAKERS AND BARREL STOCK

J. D. Hollingshead Co., Chicago, Ill.	23
California Barrel Co., San Francisco, Cal.	27
Michel Cooperage Co., Sandusky, Ohio	27
A. M. Welti & Bro., Cleveland, Ohio	25
Sutherland-Innes Co., Ltd., Chatham, Ont.	15
Pekin Cooperage Co., 25 Broadway, New York, N. Y.	7
Chickasaw Cooperage Co., Memphis, Tenn.	7
Pensacola Cooperage Co., Pensacola, Fla.	27
Wright Barrel and Export Co., Jacksonville, Fla.	27
Hudson & Dugger Co., Inc., Memphis, Tenn.	7
J. J. O'Connor Co., Jersey City, N. J.	6
John Connolly, Inc., Hoboken, N. J.	6
Morris Walsh Sons, Pittsburgh, Pa.	5
Lucas E. Moore Stave Co., New Orleans and New York	18
G. I. Frazier Company, Nashville, Tenn.	3
Cleveland Cooperage Co., Cleveland, Ohio	5

TIGHT BARREL STOCK (Manufacturers or Dealers)

J. C. Pennoyer Co., Chicago, Ill.	4
J. D. Hollingshead Co., Chicago, Ill.	23
Wm. H. Coleman Co., Jackson, Tenn.	7
Colwell Cooperage Co., New York, N. Y.	7
Lucas E. Moore Stave Co., New Orleans and New York	18
Harlan-Morris Mfg. Co., Jackson, Tenn.	18
Sutherland-Innes Co., Ltd., Chatham, Ont.	15
Mt. Olive Stave Co., Batesville, Ark.	4
B. C. Sheahan Co., Chicago, Ill.	29
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Standard Cooperage Co., Aberdeen, Wash.	25
S. N. Nelson, Memphis, Tenn.	25
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J. D. Hollingshead Co., Chicago, Ill.	23
Arkadelphia Milling Co., Arkadelphia, Ark.	29
Lucas E. Moore Stave Co., New Orleans and New York	18
Sutherland-Innes Co., Ltd., Chatham, Ont.	15
E. Henning, Inc., Chicago, Ill.	I. F. C.
The E. A. Parker Stave Co., Benton, Ark.	I. F. C.
Geo. H. Seagreaves, Wilsondale, W. Va.	25
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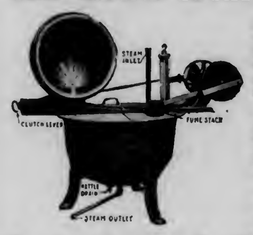

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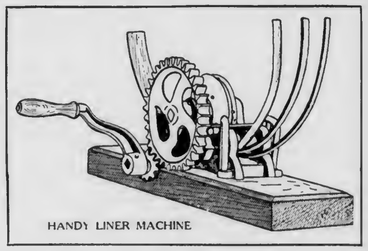
Our unexcelled Barrel Heater

Don't Throw Away Your Broken Hoops

GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

TRUSS HOOPS BOTH WOOD AND IRON



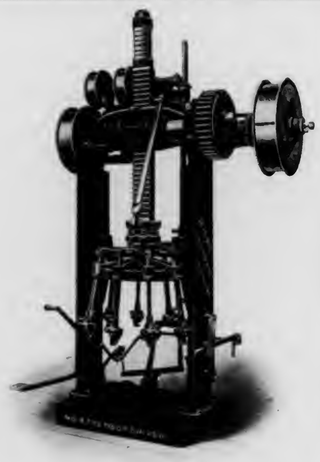
HANDY LINER MACHINE

To place your orders with us means profit for you. Try it and be convinced. No time like the present.

THE HYNSON COMPANY St. Louis, U.S.A.
SUCCESSORS TO HYNSON TOOL & SUPPLY CO.

Largest Exclusively Coopers' Tool and Supply House in the World If it comes from HYNSON you know it's right.

Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

Get prices and particulars from the

COOPERAGE MACHINERY MAKERS

E. & B. HOLMES MACHINERY CO., 45 CHICAGO STREET Buffalo, N. Y.

GERLACH MACHINERY

PRODUCES THE BEST AS WELL AS THE CHEAPEST TIGHT OR SLACK

STAVES, HEADING, KEGS, BARRELS AND SHORT BOX SHOOKS

100% to 400% profit in Cooperage Stock today. Be wise and purchase the best Machinery.

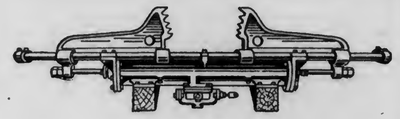
Circular, Drag and Cylinder Saws Repaired

Dixie Portable Gasoline Drag Saw

Price with one saw blade, dry battery ignition and Zenith carburetor $200.00
Price with one saw blade, Bosch magneto ignition and Zenith carburetor 225.00
Price extra 5, 5½ or 6-foot saws, each..... 11.00
Price extra 6½ or 7-foot saws, each..... 12.00

THE PETER GERLACH CO.
ESTABLISHED 1864
CLEVELAND - - OHIO

Genuine Hill Style "E" Steam Dog

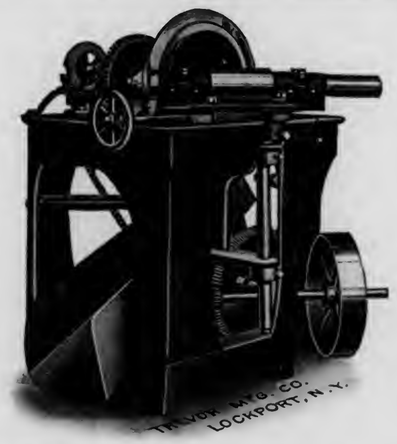


Everything required for Cross Cutting and Dogging.

Our STEAM DOGS and DRAG SAWS

are standard equipment in every modern American cutting-up plant.

HILL-CURTIS CO.
SAW MILL AND WOOD CUTTING MACHINERY OF EVERY TYPE AND SIZE
KALAMAZOO MICHIGAN



TREVOR Patent Automatic Heading Turner

The fastest and best built Turner—Frame cast solid—Correlated speed—Equally adapted to hard and soft woods. Built in three sizes for circling Heading for Barrels, Kegs, Pails, Tubs, Veneer Drums, Cheese Boxes and Hampers from 8-inch diameter up to 32-inch diameter.

We specialize in STAVE HEADING and HOOP MACHINERY

TREVOR MFG. CO. LOCKPORT, N. Y.
SOUTHERN AGENTS
J. C. Pennoyer Company → MEMPHIS, TENN.

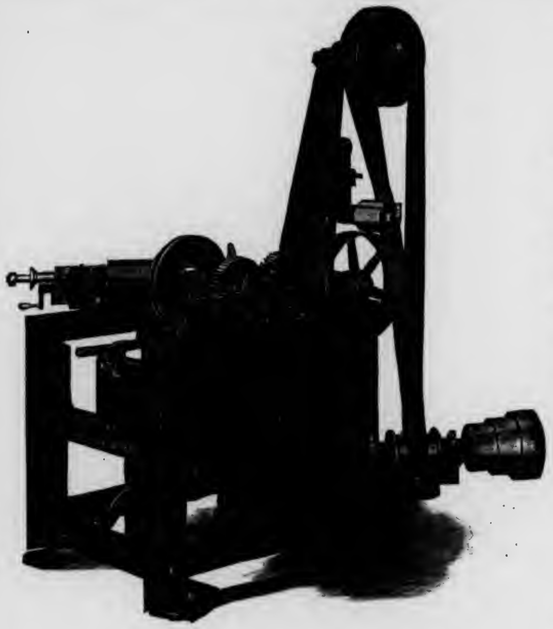
The highest point in machine efficiency is the

"Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

Are You Using a "Perfection?"

MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.



No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

No. 4 Special Stave Cutter

A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves and also crozed and chamfered staves. Write for particulars.

We manufacture a full line of Slack Stave and Heading Machinery

Catalog upon request

ROCHESTER BARREL MACHINE WORKS

Successor to JOHN GREENWOOD

ROCHESTER :: :: :: :: NEW YORK

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THE NATIONAL Coopers' Journal

DEVOTED TO THE COOPERAGE INDUSTRY.

A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. 38 | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, September, 1922 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 5

BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY

A SQUARE DEAL ON ROUND HEADING

Our well known brand has come to be recognized by the trade generally as an outstanding symbol of honest value. When you place an order for our product the element of chance as to what kind of stock will be delivered is automatically eliminated, and a first-class article can be confidently expected.

"BONE DRY"—A SAFE BUY!

HIMMELBERGER-HARRISON LUMBER CO.

SALES OFFICE: Cape Girardeau, Mo. PLANT: Morehouse, Mo.

BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY

Our business policy demands, among other things—

QUALITY *in manufacture*
PROMPT SERVICE *in shipments*
COURTESY *in all dealings*

Field Representative: C. T. Tompkins, 1163 James St., Memphis, Tenn.

G. I. FRAZIER COMPANY
NASHVILLE, TENN.

Eastern Sales Office: Frank R. Wright, Sales Mgr., 150 Nassau St., New York, N. Y.

TIGHT BARREL STAVES AND HEADING

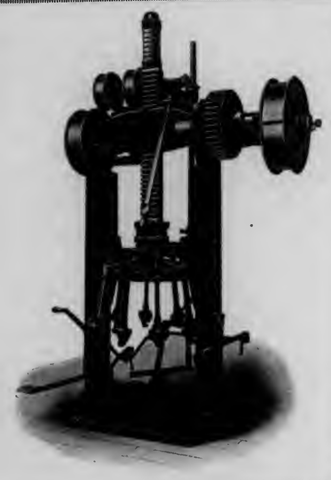
WM. G. PENNYPACKER, JR.

Staves—Heading—Hoops, Etc.

Specialist in GUM HEADING AND GUM STAVES

Write To-day for Prices :: ADDRESS ALL COMMUNICATIONS TO BUFFALO, N. Y.

Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

Get prices and particulars from the

COOPERAGE MACHINERY MAKERS

E. & B. HOLMES MACHINERY CO., 45 CHICAGO STREET Buffalo, N. Y.

The Vail-Donaldson Company

1213-14-15 United Home Bldg., ST. LOUIS, MISSOURI

COMPLETE STOCKS

PROMPT SHIPMENTS

SATISFACTORY SERVICE

SLACK COOPERAGE STOCK

SUPERIOR timber, equipment and workmanship, are three items emphasized in our business policy. We take that pride in our product that demands the very best in raw materials and manufacturing methods, and we have the supreme satisfaction of knowing that our mills produce only the very highest grade of STOCK

"Quality Plus"

Write Us For Apple Barrel Stock

"HYNSON" The Name that stands for "THE BEST"

IN

COOPERS' TOOLS AND SUPPLIES

"THE CHAMPION"
Our unexcelled Barrel Heater

Don't Throw Away Your Broken Hoops

GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

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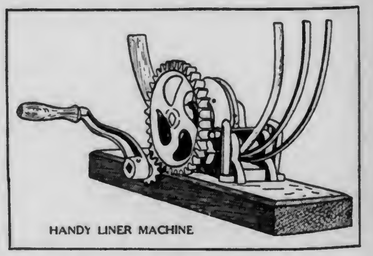

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SUCCESSORS TO HYNSON TOOL & SUPPLY CO.

Largest Exclusively Coopers' Tool and Supply House in the World
If it comes from HYNSON you know it's right.

CROZED STAVES

For One Hundred Per Cent Barrel Efficiency.

CROZED STAVES are Cut, Crozed, Chamfered and Equalized in one operation, on the No. 4 Special Greenwood Cutter, manufactured by the Rochester Barrel Machine Works, of Rochester, New York, equipped with our patented knives. :: :: :: :: ::

All responsible cut stave manufacturers are invited to use our process. :: :: ::

Crozed Stave Corporation

GRAND RAPIDS - - - - - MICHIGAN

"Makers of Universal Staves"

Hudson & Dugger Company

MEMPHIS -:- TENNESSEE

Mills
Hope, Arkansas
Memphis, Tenn.

Mills
Pine Bluff, Arkansas
Little Rock, Arkansas

MANUFACTURERS OF

Tight Barrel Circled Heading

TIGHT **STAVES**

Chestnut, Ash, White Oak, Red Oak, Gum, Cut-Offs

Good Stock

is absolutely essential to the manufacturer of good cooperage. We realize this fact and are building our business on the foundation of the confidence that the quality of our stock inspires in its consumers. :: :: ::

TIGHT **HEADING**

Let us show you what we mean by **"QUALITY"**

Circled, Oak, Ash, Gum, Square

A. L. POESSEL & COMPANY
208 So. La Salle St. - CHICAGO, ILL.

GREIF BROS. COOPERAGE COMPANY

STAVES
HOOPS
HEADING

SLACK

Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

BARRELS
CASKS
KEGS

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks

Cars Straight, Matched or Mixed

CLEVELAND, OHIO

"COLCO" QUALITY

KEGS, BARRELS, TOOLS
STOCK SUPPLIES

"Everything the Cooper Needs"

ESTABLISHED 1876

Write for our new
"ILLUSTRATED CATALOGUE" No. 26-J

COLWELL COOPERAGE COMPANY
120 Broadway-New York, N.Y.

AMERICAN **WIRE HOOPS**

TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS

ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.

SEND FOR FREE SAMPLES AND CATALOGUE

American Steel & Wire Company
CHICAGO—NEW YORK

C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF

Staves, Hoops Heading

and

COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy
is what we aim to sell

ADDRESS ALL COMMUNICATIONS

141 Broadway, New York
Washington Life Building

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.

Cooperage Stock

MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

TIGHT — Staves
SLACK — Hoops
Heading

Let us quote you on

APPLE BARREL STOCK

Machinery
Our exchange carries a large list of new and used machines — Tight and Slack.

Staves and Bottoms for Ice Cream Tubs

"THE HOUSE OF SPECIAL SERVICE"

E. HENNING
INCORPORATED
431 So. Dearborn St. CHICAGO, ILLINOIS

SLACK STOCK

Adequate Stocks

STAVES
HOOPS
HEADING
FOR
APPLE BARRELS

Immediate Delivery

Bright, clean, seasoned material that works up into sturdy, strong barrels.

STRAIGHT CARS | MIXED CARS | MATCHED CARS

THE GIDEON - ANDERSON COMPANY
ST. LOUIS - - - MISSOURI

MT. OLIVE STAVE CO.
BATESVILLE, ARK.
MANUFACTURERS OF
Tight Barrel Staves and Heading
IN
WHITE OAK, RED OAK, GUM and ASH
PROMPT SHIPMENT CLOSE INSPECTION QUALITY

No. 1—28½ INCH
GUM OR COTTONWOOD
Slack Staves
"Beebe" We have an extra fine lot of this stock for immediate shipment "Quality"
BEEBE STAVE CO.
LITTLE ROCK, ARKANSAS

Quality Stock is Our Guarantee!
If you make High Grade Barrels, you must have High Grade Stock
A. L. HAYES COMPANY
MANUFACTURERS OF
Tight Barrel Staves and Circled Heading
NASHVILLE -:- TENNESSEE

ALABAMA PINE HEADING
Any size up to 24 inches. Any thickness up to ¾ inch. Square or Bevel Edge.
GUM, COTTONWOOD, PINE STAVES AND COILED ELM HOOPS
Are our specialties. Made by men who know how and we make them right. Orders and inquiries solicited.
C. E. MURRAY :: Decherd, Tenn.

SKUSE'S COOPERAGE ROCHESTER New York
Manufacturer of and Dealer in
Slack Staves Heading Hoops
Flour and Fruit Barrels
ORDERS solicited for straight or mixed cars. Local coopers supplied. Write us whether you want to buy or sell as we know we can deal to your satisfaction.
Address, SKUSE'S COOPERAGE
Corner Finney and Davis Streets
ROCHESTER, NEW YORK

STEPHEN JERRY & CO., INC.
MANUFACTURING
COOPERAGE
Please note our removal to larger quarters, giving us increased facilities for production at new address
Office: 272 Huron Street
Factory: Provost Street, from Huron to India Street
BROOKLYN, N. Y.

—THE—
Vail Cooperage Co.
Since 1888
Manufacturers of
QUALITY STOCK
OUR NORTHERN ELM HOOPS "BEST BY TEST"
FORT WAYNE :: IND.
STAVES HOOPS HEADING VENEERS

IN ADDITION TO OUR REGULAR LINE OF
SLACK BARRELS
We also Manufacture
Fir Kegs and Barrels
For packing sausage, mincemeat, pickled pigs' feet, olives, fish, powdered milk, candy creams, and other commodities demanding a semi-tight container free from all odor. Also—Butter Tubs, Lard Halves;
Kiln-Dried Gum, Basswood and Hardwood HEADING
ILLINOIS COOPERAGE MFG. CO.
Main Office 220 SO. STATE STREET CHICAGO, ILL.

COTTONWOOD STAVES ARE OUR SPECIALTY
Bright, clean, dry stock manufactured in strict accordance with the grade rules of the Associated Cooperage industries of America.
Plant and Offices: MEMPHIS, TENN.
But—we can supply you with all kinds of SLACK
QUALITY SERVICE SATISFACTION
Let us submit our prices
STAVES HOOPS HEADING
The W. M. Davis Stave Company

We insist on putting a little more quality into our
STAVES HOOPS and HEADING
than standard specifications demand. It is a business practice in which we take great pride.
SLACK COOPERAGE STOCK
ADEQUATE STOCKS QUICK SHIPMENTS
ATTRACTIVE PRICES
Every department of our organization is handled to the end of pleasing the consumer
INDEPENDENT COOPERAGE COMPANY
FORT WAYNE :: INDIANA

The Sutherland-Innes Company (LIMITED)
Chatham, Ontario
Head Office, CHATHAM, ONT.
New York Office
29 Broadway, New York
Liverpool, Eng.
126 The Albany
MILLS IN U. S. A. and CANADA
STAVES HOOPS HEADING LINERS
STOCK FOR Sugar, Flour, Cement, Salt, Lime, Fruit and all kinds of Packing Barrels
Alcohol, Wine, Oil, Syrup, Fish, Olives and all kinds of Casks or Barrels for Liquids
Let Us Quote Prices
WE MAKE A SPECIALTY OF
High Grade Stock for both Domestic and Export Trade

Publicity, the general dissemination of information concerning your business, be it only your name and the address at which you can be found, is an indispensable adjunct to every commercial venture.

The National Coopers' Journal

is the recognized press representative of the Cooperage Industry.

¶ Thirty-eight years of loyal service—a generation of unswerving devotion to our trade—an average lifetime of unselfish work in the promotion of the interests of cooperage.

We are proud of our record!

¶ Our age, prestige, influence, and widespread circulation, all combine to make The Journal the most popular paper in the cooperage world. Authentic, up-to-date news items, comprehensive trade letters from the country's cooperage centers, authoritative special articles pertinent to cooperage interests, and a sane, sound, constructive editorial policy, are the pillars of our institution.

The leaders—the successful firms—the "go-getters" in the industry are capitalizing our standing in the trade by using our advertising pages for their sales promotion.

It is long-headed business!

Philadelphia :: :: :: Penna.

The National Coopers' Journal

THIRTY-EIGHTH YEAR | PHILADELPHIA, SEPTEMBER, 1922 | $2.00 PER YEAR VOL. XXXVIII, No. 5.

New Orleans Reports That Even During the Dullest Season There is Always Enough Cooperage Trade to Take Notice Of

Business is very quiet here, but if it was ever otherwise during August and early September we fail to recall the time.. It is so frequently asserted that the cooperage business is utterly dead here that it might be well to get down to figures and see what is actually going on.

During the first six months of this year 44 carloads of barrels were received in this city, and 140 carloads of barrels shipped out, less than one carload per day, which shows that out of town customers have not been buying many empty barrels, but are making their own.

During the first six months of this year 685 carloads of cooperage stock were received in this city, and 90 carloads were shipped out, leaving a balance of 595 carloads of stock used in the city. This, counting 2,000 sets to the carload, would show that approximately 1,190,000 barrels were made in this city during the first six months of 1922. As only 90 carloads of stock were shipped out of the city, it is evident that many of the out of town barrel makers of this section buy direct from the mills, and receive their stock in the form of through shipments, direct.

The making of 1,190,000 barrels in six months, though not a high record, is really not so bad for the dullest half of an off year, even if that were all, but it is not. These figures are only for railroad shipments, and do not take into consideration the stock shipped in and out by water, nor does it take into consideration the production of the Union Stave Co., our home mill, whose output would certainly raise the total considerably.

Present Export Trade Is Light

The export business is very light at present, which means that stock is not being shipped in full cargoes, though the small shipments foot up to a considerable total. If you have not studied conditions in the export trade, you would probably miss your first three guesses as to where our best foreign customers are to be found. Of the slack barrel staves that go out through this port, England takes about 120,000 per month, Mexico about 198,000, while the little island of Trinidad buys about three millions per month. Three million staves per month is really not so bad for one little island but little larger than the home of Robinson Crusoe.

Tin Barrel Has Not Captured All the Asphalt Trade

Of course, they are for asphalt barrels, which ought to be surprising to the fellows who sit in the dark and imagine that the tin barrel has captured the asphalt trade. The tin barrel entered this trade at a time when wooden barrels were not obtainable, its use was only temporary, and it never was and never can be anything more than a makeshift as a container of asphalt. In the first place, the tin barrel costs more, and then it is a very poor package at best. More than that, the used tin barrel is nothing but a nuisance, while the wooden barrel is a great convenience to the user of asphalt. Watch the gangs repairing asphalt streets. When they cut into a wooden barrel its materials are just what they need for their fires to heat the asphalt, but when the asphalt comes in tin barrels the users have to forage for kindling before they can get down to work. For this and many other reasons the asphalt people could afford to pay a little more for the wooden barrels, but the odds are just the other way, they get them cheaper.

Gaslight Company Using Many Barrels for Pitch

It will surprise some of the coopers in this town to learn that the City Gaslight Co. uses a good many first-class slack barrels for pitch.

Barreled Moonshine

Moonshiners here continue to be good customers for the coopers. Four hundred barrels of booze were captured and destroyed by dry agents last week, and, beyond doubt, a much larger number got away. We are unable to learn what shop is booking this trade, but it must be profitable.

There are not many barrels used here for paints and paint materials, but this is very good business, what there is of it.

Petroleum Barrel Trade Is Good

The business in barrels for petroleum products is good, but there is nothing doing now in the cottonseed oil barrel line, except in the way of future orders. The cotton oil mills are still practically closed down at this writing, though they will very soon be running at full blast, with prospects good for nine months' work, with a steady demand for packages.

Grocers Showing Preference for Lard and Butter in Wooden Tubs

We notice that the corner grocery is now showing a preference for cottonseed lard and butter in cooperage. There are several reasons for this. One is that when butter leaves the ice box of the wholesaler in a tin container it will get warm through and melt before it reaches the ice box of the retailer, but it will keep cold much longer in a wooden barrel or tub. More than that, the wooden barrel or tub can be guaranteed not to rust.

Green Coffee in Sacks—Roasted in Barrels

This city has long been one of the world's great centers for the coffee industry. The green coffee reaches here in sacks, the sack being the accepted and orthodox package for green coffee, to which we have no objection. If we were going to use a gunny sack for any purpose whatever we would use it for green coffee.

Central America's Barreled Coffee Trade

However, the gratifyng feature of the coffee business is the large quantity of the roasted product that is now shipped out in barrels. This city now has a regular trade with Central America in barreled coffee. We used to think that they raised coffee down there. Maybe they do and send it here to be roasted for the sake of the nice barrels in which it is returned to them.

We now have an occasional small shipment of barrel shooks to Peru. China can also be mentioned as being among the town's regular cooperage customers, for she sends us an occasional order for as much as ten thousand bundles of shooks, though we really do not know how you could get in on that trade.

Pekin Cooperage Co. and Chickasaw Cooperage Co. Handle Argentine's Cooperage Trade

Our business with Argentine is improving, a recent shipment to that country amounting to 23,500 bundles of shooks. It is easy to tell how that trade is reached. Consult the advertising pages of the JOURNAL, and you will locate the firm that goes after that trade, and deserves to get it. We refer, of course, to the Pekin Cooperage Company, and Chickasaw Cooperage Company. It is a pleasure to note that when there is any business stirring, a good share of it goes to these old friends of the JOURNAL.

Nested Barrels for Export

Speaking of advertisements, those in the JOURNAL are usually very good reading, as undoubtedly all subscribers to the "only" cooperage paper have noted. In one of them, you will find a cut showing how chamfered, crozed and matched staves are bundled for export. (Three-Way Barrel Works, Mound City, Ill.) The cut is self-explanatory, and after seeing it you can do the work yourself. The same cut shows how half finished barrels are nested for shipment. This style of nesting is so easy and convenient, and such a saver of space, that it seems strange that it is not practiced to a greater extent in both domestic and export trade.

After the Fish Barrel Trade

We have not heard of enough fish being caught lately to supply even the domestic market, and of course, there are none for shipment, so it is refreshing to find in a paper devoted to the fishing industry an advertisement announcing that the Burbank Cooperage Co., Inc., makes a specialty of fish barrels, and can make delivery the day the order is received.

Steady Advertising Always Pays

When men hustle for business, and keep on hustling, even during the dull months when there is but little going on, they are entitled to the trade, and will be pretty sure to get their share of it when the season opens once more. Steady advertising pays, and the Burbank Cooperage Co. should extend their efforts in that line. This applies equally to every cooperage and cooperage slack manufacturer who is organized to do business, not sometime, but all the time. No business house can be booking orders every hour of every twenty-four, but every business house can and should—and every live concern does—have their trade sign spread continuous before the gaze of the buying public.

FOREST PRODUCTS LABORATORY TO SOLVE STAIN AND MOLD PROBLEM

Losses to the lumber and woodworking trade amounting to $10,000,000 through degrade of lumber by sap stain and mold were recently estimated by the United States Forest Service and the Bureau of Plant Industry, based on a survey of the Southern pine and hardwood field. The survey is preliminary to a study to be made by the Forest Products Laboratory at Madison, Wis., on sap stain and molds as they affect the wood industries throughout the United States.

Price reductions based on blue stain degrade have varied from $10 to $27 per M board feet in the sash and mill work field alone, according to figures obtained in the survey. In the cooperage industry the annual loss due to blue stain is estimated at $800,000. The prices received for stained sap gum lumber were decreased in amounts varying from $1.50 to as high as $15 per M board feet. Continued calls made by manufacturers upon the Forest Products Laboratory for suggestions as to means of controlling stain indicate that the problem cannot be completely solved by any method now used.

Further details of the stain and mold problem in every branch of the wood-using industry are now being gathered by the Forest Products Laboratory by means of questionnaires. The facts so collected will provide a basis for a broad study in co-operation with the various associations of stain control methods in all stages of the manufacture of wood products. Both dipping and air seasoning methods will be studied.

It is anticipated that this work will assume major importance and that the demands on the laboratory will be much greater than can be met from the government funds available. The active financial co-operation of manufacturers affected by sap stain will be needed.

NEW NATIONAL MONUMENT PROCLAIMED BY PRESIDENT

By a proclamation of President Harding recently signed, a 593-acre tract in the Nevada National Forest was set aside as the Lehman Caves National Monument. For 25 years these caves have been known locally, and for some time individuals have been trying to gain control of them, but the action of the Chief Executive retains them safely for all the people and prevents the destruction of the many objects of scenic and scientific value. The area remains a part of the national forest.

The Lehman caves are 6 miles west of Baker, White Pine County, Nev., at the base of Mount Wheeler and at an elevation of 7,200 feet. They are in a light gray and white limestone formation on the eastern slope of the mountain. They contain stalactites and stalagmites, columns and galleries of rare beauty that have inspired the people of the locality to apply to the various parts of the caves such fanciful names as The Pearly Gates, The Cypress Swamp, The Portiere, Liberty Column, The Parachutes, Washington's Column, Palace of the Gods, Pygmalion and Galatea (two columns), Cathedral of Rest, Eagle's Gate, The Snow Queen of the Underworld, Angel's Wing, Lincoln Column, and Niagara Falls.

Residents of the near-by region long ago blasted out an entrance and built stairways. The Government will make such improvements as are necessary for the convenience of tourists who wish to visit the monument.

WILL MANUFACTURE CROZED STAVES

The New Hampshire Stave and Heading Mill has installed new crozing machinery and is now ready to ship crozed staves in various lengths. The sales office of the New Hampshire Stave and Heading Mill, with C. R. Duggan in charge, is located at 79 Wall Street, New York, where all orders for the company's output of slack hardwood cooperage should be addressed.

Louisville Reports Tight Cooperage Plants Running Steadily. Outlook for Fall Trade, in Both Tight and Slack Lines, Most Encouraging

The situation in the Louisville tight cooperage trade is showing steady and material improvement. There is a much better demand prevailing than was anticipated some little time ago, some of the keg and barrel plants here being very busy right now with a resultant activity reported from tight stave and heading plants throughout this territory. The slack trade is also reporting some improvement in business although the expected live line, the apple barrel buyers, so far, have placed very small business. The cottonseed oil demand is increasing, with the export demand for wine shooks registering better. The general demand for oil and food products barrels is growing steadily more satisfactory while the paint and varnish lines are more active. Chemicals are moving well, as is also the cider, pickle, vinegar, and similar trade lines. The call for kegs along with pickle kits, etc., is especially good. A general summing-up averages a more than encouraging trade outlook so far as fall business for the cooperage industry, tight and slack, is concerned.

Good wine or spirit cooperage is getting very scarce. The present demand for this grade of stock is strong, however, but it is hard to buy at the present time, as production has been light. All cooperage stock prices are stiffening. One manufacturer reports a Mississippi mill selling gum staves, knocked down, at mill, at a price of 75 cents per set for jointed staves. Gum heading has sold at 25 and 27 cents a set at mill, and 77 cents a set for red oak jointed staves, knocked down, has been turned down by some southern mills. It is reported that some white oak wine shooks were sold at $4.25 per set in New York recently, for export.

Running to Capacity and Still Behind on Orders

All Louisville tight barrel plants are busy, one particularly reporting that it is behind on orders even though running at capacity. It is reported, however, that while demand is strong here there is some weakness displayed in demand in the East. The shipping situation is undoubtedly holding back business to some extent as it is believed that there is a portion of the buying public who feel that prices will be weaker when shipments can move more freely. If this theory proves correct there is every indication that the cooperage plants, tight and slack, may be swamped with business later when the two prevailing strikes are called off and free shipments are again possible.

Cooperage manufacturers report that while they have had some trouble in getting cars at southern stave and heading mills, the trouble has not been as serious as some reports would indicate. So far there has not been any great amount of trouble locally in securing cars for shipments east or north, although there have been some embargoes which have caused temporary troubles. Some shipments to West Virginia have been handled via the Ohio River from Louisville, due to embargoes on the C. & O. Moving shipments south has not been easy, due to troubles on the Illinois Central, L. & N., and Southern railroads between Louisville and the Southern connections. Continued heavy and steady rains in some sections of Mississippi and Louisiana have held back production to some extent, so late news information brings to hand.

Scarcity of White Oak Staves Is General

The scarcity of white oak staves is general. One concern reports that out of two hundred inquiries sent out for white oak staves, only one offer of material was received and that called for $55 a thousand at mill. Both barrel and keg stocks are low, although red oak is in very fair supply. As for spirit staves and heading, it is claimed that they are not to be had.

The Tight Stock and Barrel Market

Quotations locally show white oak staves $55 and up: red oak, $45 and up; spirit staves, $100 and up; gum, $37.50; white oak circled heading, 45c a set; red oak, 40c; gum, 25c; spirit, 75c to $1.00. Quotations ruling on barrels are—white oak oil, $2.40; red oak, $2.25; spirit, $4.50 gum, $2.25; white oak, half barrels, $2.25; red oak, $2.10; kegs—5 gallon, $1.20; 10 gallon, $1.40; 15 gallon, $1.50; 20 gallon, $1.65; 25 gallon, $1.75; 28 gallon, $1.85.

The Slack Barrel and Stock Market

Slack barrel prices remain firm although stock is quoted a little lower than last month. Movement of stock from the South is reported very slow, with danger of some barrel plants suffering from lack of material—if the traffic situation does not improve. Local quotations show flour barrels, ruling at 65 a 70c; salt, 65 a 70c; sugar, 80 a 90c; two head potato and produce, 45 a 60c; one head produce, 38c and up; No. 2 stock, sugar sized produce, 60 a 65c. Other slack barrels are somewhat higher owing to better consumption by chemical manufacturers.

Slack cooperage stock quotations show staves, No. 1, 30-inch, $11 to $13 a thousand; No. 2, 30-inch, $7.50 a $9; mill run, 30-inch, $10 a $11; mill run, 28½-inch $9 to $11; No. 1 heading, 17⅛-inch, 12 a 14c a set; No. 2, 17⅛-inch, 9 a 11c; No. 1, 19⅛-inch, 13 a 15c; No. 2, 19⅛-inch, 9 a 11c.

Men With Big Vision and Courage Always Win Out

One question that is engaging the minds of a good many cooperage men is the outlook for the next four or five years. Some of those interested argue that following the Civil War, and all big wars, there has been a gradual and steady price decline coupled with a period of general poor buying. However, a counter argument is set up in this connection to the effect that heretofore the labor unions were never strong enough to materially affect conditions, whereas, today they are maintaining wages which will prevent any general landslide in prices. It appears as if the coal miners have won their strike all the way. The argument is made that they will never be able to make up the losses in payrolls of the past few months, but it must be remembered that normally many of these men would be in the laid-off list, while many of them would have been laid off next winter, when demand became quiet, whereas it looks now as if every miner will be heaving a shovel at full speed for many months to come in stocking the country against a freeze-up. Railroad shopworkers have guaranteed themselves many months of full employment when they do go back. Strikes look as if they represent a great economic waste, but it is a question. Some cooperage men in discussing the outlook figure that the next four or five years will be good ones, and quite a few companies are expanding with that belief in mind. By their expanding these progressives are planning to be in position to take care of business when it does come instead of missing it through not having necessary capacity.

Making a Tight Slack Barrel for Dry Colors

In order to supply demand for a tighter slack barrel for packing dry chemical colors and materials which have a habit of sifting through slack barrels, even when lined, the J. D. Hollingshead Co's plant at Louisville, has installed a Holmes tongue and grooving machine so that the staves now used by them in manufacturing barrels result in a very tight package which will supply the needs of local concerns making dry colors.

The Chess & Wymond Co., Louisville, which is expanding its business somewhat, has motorized its local plant in order to facilitate rapid production. Its Louisiana division, which has a finishing plant at Jackson, Miss., is also installing a barrel and keg plant, which it hopes to have in operation by the first of September. This new plant will aid the company materially in caring for its southern business by yielding a considerable saving in freight over shipping raw stock to Louisville by manufacturing kegs and barrels in the South. The Jackson plant will also mean a shorter haul to gulf ports for export.

You Can't Keep a Good Company Inactive—Paducah Cooperage Co. Doing Excellent Business in Spite of Embargoes

The numerous small producers of staves and heading located in the mountain districts of eastern Kentucky have had considerable trouble of late as a result of the rail strike which tied up the shops and yards at Corbin, Kentucky. The trouble was furthered by a walk out of trainmen who objected to the road employing armed guards. Trainmen were out for nearly a week and all freight movement over four divisions of the L. & N. railroad, making junction at Corbin, was tied up. There were also walkouts in western Kentucky. The Illinois Central out of Paducah, has been embargoed rather steadily from Fulton, Ky., to Louisville, which has caused the Paducah Cooperage Co., at Paducah, some trouble in moving stock. However, that company is reported to be doing an excellent business as a whole.

Vacation Time Is Here

L. H. Wymond, of the Chess & Wymond Co., Louisville, has been away about a month, spending a vacation with W. F. Chess, in Canada, where he will shortly be joined by his son, W. I. Wymond. W. A. Watts, of the same company, who has been traveling considerably for the past month, has let up, and is now enjoying a couple of weeks vacation.

Louisville Cooperage Co. Is Operating Steadily

J. N. White, president of the Louisville Cooperage Co., Louisville, reported that while business was showing some improvement, it hadn't been any more than he had anticipated, as this is the one season of the year when business should be good. Mr. White recently returned from a short vacation. The company is operating steadily at its local barrel and keg plants, and running full time at its Louisiana and Kentucky stave and heading plants.

Lack of Preparedness Has Caught the Barrel and Stock Men Napping

It is admitted that many of the cooperage manufacturers didn't figure on any heavy barrel demand this summer and fall, and as a result allowed their stocks to run low, whereas, wet woods in the South last winter and a dull winter in the trade resulted in small production of material, with the result that there are no heavy market stocks today.

NEPSA COOPERAGE, INC., NEARLY READY TO BEGIN OPERATIONS

The Nepsa Cooperage, Inc., Denver, Colorado, which newly incorporated company succeeds the Rocky Mountain Cooperage Co., of the same place, is nearly ready to start manufacturing. According to communication duly received their new and enlarged plant at 1625 West 12th Avenue is up to the minute in equipment and everything bespeaks a most satisfactory run of business just as soon as operations begin. The Nepsa Cooperage, Inc., will make barrels and kegs, tight and slack, butter tubs, ice cream tubs and kits as well as manufacturing cooperage stock for both slack and tight barrels. D. M. Supperstein is secretary-treasurer of this new cooperage company.

COOPERAGE COMPANY REORGANIZES

The Clearwater Manufacturing Company, of Clearwater, Florida, manufacturers of slack cooperage and slack cooperage stock, has recently effected an interesting reorganization.

The new organization is headed by A. M. Bobbitt, president, and E. H. Mitchell, secretary-treasurer. A program of expansion has been entered upon which includes new equipment and largely increased capacity in both the stock and barrel plants.

On of the specialties which will be manufactured is a ventilated potato barrel, the distinguishing feature of which is that every stave in the barrel has four ventilating apertures cut in it, thus insuring free and full air circulation. This package has become quite popular in some sections of the south and the Clearwater Company is planning to manufacture it in volume.

SPIECE HOOP CO. WILL NOT LOCATE PLANT AT PARAGOULD

The Chamber of Commerce of Paragould, Ark., has decided to refund the $1,000 to subscribers which was raised for the purpose of a site for the proposed Spiece hoop mill. It was announced that the deal had been called off.

THE WOODEN BARREL AS A SELF-FEEDER FOR POULTRY

A good home-made self-feeder for poultry reported to the United States Department of Agriculture by the county extension agent of Knox County, Ind., is one made of an old mower wheel, a barrel with both ends knocked out, an old washtub, and a small platform of rough boards. The wheel is first laid on the platform. The barrel is then placed on the wheel, filled with dry mash, and the tub turned over the top of it for a cover. A barrel should be used which leaves just enough space between its edge and the rim of the mower wheel to allow room to feed. This prevents the feed from being scratched outside the rim.

RAIN WARNINGS SAVE GROWERS OF RAISINS FROM BIG LOSSES

In the great raisin grape growing districts of central California the drying is done in trays in the open air. Great loss would result if rain should fall on the partially dried fruit; hence, when rain is expected, the information is immediately spread throughout the valley by telephone and telegraph, and every available person is set to stacking the trays. Even the schools may be closed and the children pressed into service, and woe betide the unfortunate tramp caught in the district who has a disinclination to become acquainted with work. This is another instance indicative of the valuable service rendered by the Weather Bureau of the United States Department of Agriculture in warning fruit growers against possible losses.

The Associated Cooperage Industries of America Will Have Barrel Exhibit at National Exposition of Chemical Industries

That trade extension work in behalf of the slack barrel is moving along in a most satisfactory manner is fully evidenced by the good work being done by Field Representative A. C. Hughes at the conventions of the different package-using industries.

A late meeting attended by Mr. Hughes was that of the Indiana State Horticultural Society at Vincennes, Ind., August 1st, 2d and 3d, and reporting on the success of this meeting Secretary Hirt says:

"A great many fruit growers were in attendance at the Indiana meeting, and the barrelette, which was on display, elicited very favorable comment from them. Literature and lists were distributed by Mr. Hughes, and inquiries for prices on apple barrels and barrelettes were also received from growers who are in the market for these packages. According to Indiana growers, a large apple crop is assured for that section, and prospects look good for barrel patronage for the fall apple crop."

Look for the Wooden Barrel—Booth No. 450 Will Show Complete Barrel and Stock Exhibit

An advance notice of the barrel and stock exhibit to be made at the scheduled Chemical Exposition to be held in New York in September was sent out by Secretary Hirt, of The Associated Cooperage Industries of America, under date of August 8th, which speaks well for the co-operative spirit that is being manifested by the slack branch in their trade extension work. The announcement from the secretary's office says:

"The slack cooperage branch of the Association will have a full and comprehensive exhibit of slack barrels and slack cooperage material at the National Exposition of Chemical Industries to be held at the Grand Central Palace, New York, September 11th-16th. Slack barrels most commonly used in the shipment of chemicals will be shown.

"Our booth will be No. 450 and will be in charge of Mr. A. C. Hughes, Field Representative. As you know, a special section has been set aside particularly for the exhibition of containers. Invitations will be sent to a large number of concerns, especially those located in the East, to visit the Wooden Barrel and Stock Booth. Literature will be on hand for distribution.

"This will really be the first complete exhibit of cooperage to be shown under the auspices of the Association. On the other hand, we hope next year that the exhibit will be representative of the entire industry, including tight as well as slack cooperage and cooperage stock."

TRADE EXTENSION REPRESENTATIVE A. C. HUGHES INVESTIGATING NEW FIELD FOR SLACK BARREL

The latest report made by A. C. Hughes, anent his activities in boosting the wooden barrel, shows that not only is Mr. Hughes busy in his attention to the interests of the wooden barrel among its present users, but that he is also alert and wide-awake to the full meaning of "Trade Extension," as well.

That slack cooperage manufacturers, in their trade extension campaign are not only working to recover lost ground and to increase sales in all such lines of industry as are now barrel using, but that they are also looking to the opening up of new fields wherein the use of slack barrels can be inaugurated and pushed, is well known. Mr. Hughes' first announcement of a new field was contained in the following report to Secretary Hirt:

"I attended the summer meeting of the Ohio State Horticultural Society, held at Coalton, Ohio, August 16th, and was given the privilege of addressing the meeting. I had barrelettes on display which received considerable favorable comment from those present. Literature was also distributed.

"A fairly large number of fruit growers were in attendance. Developed the fact that quite a portion of the apple crop in that section is marketed in bulk from baskets. Several of the large growers have not as yet contracted for their supply of barrels. Six inquiries were received from growers who are in the market for barrels and barrelettes.

Among other activities, am now also engaged in an investigation of a new field for slack barrels. It is hoped that negotiations will develop satisfactorily and complete information be available for members at an early date."

COOPERAGE MANUFACTURER ADVOCATES REMEDIAL LEGISLATION

A. E. Thomas, of the Thomas-Bowman Cooperage Company, Searcy, Ark., recently addressed the JOURNAL in a lengthy communication, pointing out the sanitary shortcomings of cloth and paper sacks and advocating the inauguration of a movement that would have for its object the enactment of legislation prohibiting the use of these dangerous packages for the transportation of foodstuffs. The inspiration of Mr. Thomas' letter evidently sprung from the numerous solicitations for financial aid in the drive against tuberculosis, to which he has lately been subjected. We gather from the tone of the communication that collectors and solicitors in the disease eradication movement are more or less epidemic in and around the thriving city of Searcy.

Taking his cue from the concerted national effort to stamp out the dreaded white plague, Mr. Thomas plunges at once to the vitals of the proposition by advocating a movement that would be a material factor in the elimination of the cause and the prevention of the spread of, not only tuberculosis, but many other communicable diseases.

He points to the fact that freight cars, impregnated with vermin and filth of every description, are very often loaded with food products packed in thin cotton bags or paper containers, which are later delivered to the consuming public reeking with deadly germs and contamination in innumerable guises. This condition is a crying evil which could be abated if it were made obligatory to pack foodstuffs, intended for shipment, in sanitary wooden barrels.

While originality can not be claimed for Mr. Thomas' proposition—it has been advanced time and again in the past—it is an ever urgent issue that should be kept alive and agitated continuously to the end of arousing public consciousness to the peril that lurks in the flimsy and absorbent food packages.

The closing paragraph of Mr. Thomas' interesting communication says: "Let's talk the barrel from the pulpit, from the screen, and on the street corner, just as other interesting topics are discussed. The universal use of the barrel would doubtless save countless lives, possibly among them that of a future President or some other great leader."

SOUTHERN HARDWOOD TRAFFIC ASSOCIATION DOES GOOD WORK

The Southern Hardwood Traffic Association, Memphis, Tenn., estimates that it has saved shippers of hardwood lumber and forest products from $300,000 to $500,000 as a result of the decision of the Interstate Commerce Commission, on its application, sustaining its contentions that rates on these commodities, as per the tariffs issued July 1, are from 2 to 4 cents per hundred pounds too high from all points west of the Mississippi and from some points east of that stream to destinations in consuming territory.

The association appealed to the carriers to correct this condition, and, when they declined to do so, it carried the matter before the commission. The latter has not only sustained the contention of the association, but it has also ordered rates reduced accordingly. It has further held that shippers are entitled to reparation for the excess paid since July 1.

CAR LOADING ON INCREASE

According to a report from Washington under date of August 17th, principal railroads loaded 4,176,979 cars with freight in July, an increase of 10.6 per cent. over July, 1921, according to official reports. Despite the falling off in coal shipments, the railroads are said to be approaching the record established in October, 1920, in volume of freight.

In some sections it is also said that loadings are greater than during the record active period of October, 1920. In the Eastern States, July loadings exceeded the record by 2 per cent. In the Central West the record was broken by 1.7 per cent.

AMERICAN ROSIN IMPORTED BY CHILE IN 500-POUND BARRELS

Writing recently from Concepcion, Chile, Consul Dayle C. McDonough says:

"American rosin is one of the staple articles imported into the Concepcion consular district, and it always has a good, though not large, sale and has no foreign competition. Some mention is made of French rosin, but none is ever imported. The rosin is used principally in soap making. Since it is an article of prime necessity, its consumption is not much affected by unfavorable exchange or bad business conditions, and the importation continues throughout the year. It is imported in barrels containing 500 pounds and is sold in 280-pound lots.

"The amount imported by Chile has fluctuated markedly during the past few years, having been 4,135,973 pounds (value $116,368 U. S. currency) in 1917; 2,703,-109 pounds (value $97,275) in 1918; 2,533,237 pounds (value $222,557) in 1919, and 4,313,238 pounds (value $312,480) in 1920, the gain during the last-named year being due to larger imports at Talcahuano, the port for Concepcion. The bulk of the imports comes through Valparaiso and Talcahuano; arrivals at Valparaiso amounted to 2,751,805 pounds (value $204,800), and those at Talcahuano to 1,300,524 pounds (value $85,-593) in 1920.

"Rosin in June was quoted to the local importer at $8 U. S. currency the 280 pounds c. i. f. Talcahuano. To the retailer it is quoted at 34 Chilean gold pesos the 280 pounds, or about $12 U. S. currency. Under paragraph 195 of the Chilean customs tariff rosin pays an import duty of 0.75 gold peso the 100 kilos, or $0.12 the 100 pounds, gross weight."

JUNE SHOWED AN INCREASE IN STAVE EXPORTS

According to Axel H. Oxholm, chief of the Lumber Division, in the Commerce Report of August 14th, there was a slight improvement in the export of cooperage products for June.

Mr. Oxholm says: "The exports of staves, heading and cooperage shooks were valued at $354,000, as compared with $325,000 for June, 1921. Exports for the fiscal year, however, are not at all gratifying totaling slightly over $4,000,000 in value as compared with $15,000,000 for the fiscal year ended June, 1921. During the past twelve months France was the chief importer of American staves, with Spain second and the United Kingdom third. The exports to France have amounted to $446,000; to Spain, $401,000, and to the United Kingdom, $331,000. For the month of June the United Kingdom ranked first and the British West Indies second.

"During the first six months of 1922 exports of veneers and plywoods have totaled in value $529,000, the declared value for June exports being slightly over $100,000."

LOOK FOR ITALY'S USE OF AMERICAN STAVES TO INCREASE

Italy is both an exporter and importer of staves, exports consisting of small chestnut staves, while white oak staves are imported. Imports, however, have declined rapidly in comparison with the years before the war, when they amounted to about 15,000 metric tons. In 1920 they were less than 2,000 metric tons, of which more than three-quarters came from the United States. Purchases abroad will probably increase to at least pre-war figures, and there appears to be no reason why the United States should not obtain an increasingly large portion of this business. The oak staves are employed for the manufacture of containers having a capacity of from 528 gallons to 3,963 gallons.

BARRELS IN A NEW ROLE—USED TO PACK "NEWLYWEDS"

Another striking illustration of the broad field of utility to which the barrel is or can be adopted is revealed in the resource of a newly married couple of Bloomsburg, Pa.

Mr. and Mrs. Harry L. Mogee "put one across" on their friends on the occasion of their recent wedding. The nuptials of the Mogees were followed by a reception which was attended by approximately 500 guests. Feeling sure that they would be subjected to the "razzing" usually inflicted upon newlyweds, the couple laid careful plans to escape it. Two barrels, padded inside, were taken to the reception hall, among other barrels containing supplies for the dinner, and as the function neared its end Mr. and Mrs. Mogee slipped out of the hall, climbed into the barrels, were "headed up" and loaded on a truck which was stationed at the rear of the building. The truck carried them out of the "danger zone," where they transferred to a touring car which whirled them away on their honeymoon.

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BUSINESS PROSPERITY IS STRAINING AT THE LEASH. CAN IT BE LONGER HELD IN CHECK?

Regardless of the apparent deadlock in both the mine and rail strike settlements, which exists at time of writing, there is such unmistakable evidence of increased business pressure on every side, coupled with such an insistent and persistent demand for the whirling of industrial wheels wherever located, and for whatever purposed evolved, that it is next to impossible to believe that any single corporation or organization or a combination of such corporations or organizations can continue to bar the path of progress or to longer hold in check the returned business prosperity for which the country has so long been waiting and which is even now swinging wide the trade doors in many lines of industries, while it grows in strength and volume, waiting only free movement to bring the fullest of success and prosperity to each and all alike.

While there is a distinct and immovable attitude on the part of the public in favor of such holding to principle as shall insure the protection and rewarding of willing and faithful workers, there, nevertheless, is now pressing to the fore a determination on the part of the country at large to lay their hand to the plow and see if the harassed conditions, under which all have been laboring during the past months, cannot be mitigated and in such a manner as will bring the quickest and most general satisfaction.

At the same time that the public is striving to save itself from being further driven into the morass of business and manufacturing inactivity, there is no doubt but that every sane and thinking individual throughout the land is bending and will continue to bend their efforts toward securing a legal "checkrein" that shall insure the rights of the majority to live and carry-on at all times regardless of the industrial strife and differences of capital and labor.

Every indication is that the country is not only on the verge of a business revival, such as would be wonderfully gratifying to all, but returned business prosperity is already here and needs but to have the channels of production and transportation opened to flow like a flood from one end of the land to the other.

September 1st has been predicted by some as the "Day of The Public's Freedom", when it is hoped that the chains of the bondsmen will be rend asunder and right of way be accord for all time. Already trade association bodies are moving on to Washington and the work that they look to accomplish will be watched with deepest interest.

Business prosperity is straining at the leash. Can it be longer held in check?

POPULARITY PREDICATED ON PRICE

The last few years has developed a situation in the oil trade which has given cooperage and cooperage manufacturers, catering to this particular line of business, considerable concern. Time was when the wooden barrel was practically the only container used in this field, but within the past comparatively few years other packages, notably tin and steel, have been soliciting, with some little measure of success, the oil carrying business. The popularity of the steel package is, however, developing certain and unmistakable evidence of being on the wane. The manufacturers of the steel drum, in their efforts to get a foothold in the oil carrying field, made the mistake of endeavoring to work their way into this business on the price basis instead of over the quality route. Steel drums were offered in the oil market for prices which barely covered the cost of raw material and labor, and which did not take care of the non-productive overhead under which their manufacturers were involved. So long as steel barrels were offered to oil companies at a net price that laid them down cheaper than wooden barrels, the economies afforded the purchasing concerns were sufficient to induce them to look with favor on the steel goods. When, however, the steel interests, unable or unwilling to longer charge off to advertising and selling expense, the enormous totals rolled up as the result of marketing their product at a net loss, began to push up the price to a level which would allow them to realize at least a small profit, the friendly attitude of the purchasing agents changed to one of indifference, and the repeat orders which were expected by the steel barrel manufacturers failed to materialize. It is quite patent that under the present cost of raw materials steel barrels cannot be manufactured to sell on a competitive price basis with wooden barrels, and price, after all is said and done, must be regarded as being within reasonable limits, the controlling factor in competition between any commodities of comparatively equal utility. When the steel barrel was at the zenith of its popularity, some of the more timorous of the cooperage fraternity were inclined to regard the future of the wooden barrel in the oil industry as somewhat unpromising, but subsequent events are proving conclusively that these fears were unfounded and that the wooden barrel is more than likely to maintain its position as the accepted shipping container for petroleum products.

THE PROHIBITION POLL CONTINUES

The prohibition poll of the *Literary Digest* swings on, continuing to reveal the intimate personal opinion of the country's citizens on the vexed question of prohibition, and shedding further illumination on the subject of whether, some time after the coming Congressional elections, light wines and beers are "to be or not to be." The tabulation of votes up to August 26th, reached the total of 778,475 ballots, and from a poll of such size it is safe to assume that a reasonably accurate index to the country's frame of mind can be gleaned. The fact that the present poll is a voluntary, unhampered, undictated and absolutely secret expression of indivdual opinion, gives the movement a weight and authenticity as a truly representative reflection of public desire, which compels its unqualified acceptance.

The tabulations so far indicate that the country is preponderantly in favor of the Eighteenth Amendment with its prohibition of the manufacturer and sale of intoxicating beverages, but it also indicates, clearly and unmistakably, that the country favors the modification of the Volstead Act with its arbitrary and strict interpretation of what constitutes an intoxicating beverage. An analysis of the vote so far cast shows 302,515 votes for enforcement of the prohibition laws as they stand, with 162,632 votes for repeal of the Eighteenth Amendment, and 322,328 votes for the modification of the Volstead Act. These last two totals can safely be considered as being a combined protest against prohibition, which gives logical basis for interpreting the vote as 302,515 for, and 404,960 against the present bone dry regime. Under this interpretation we cannot avoid the conclusion that, while the country does not desire the repeal of the Eighteenth Amendment, it does desire the modification of the act under which it is enforced. There is scarcely any reason to expect that subsequent voting will change the ratio of the poll as it now stands, in view of the facts that it has remained practically constant since the first tabulation, and that it has now proceeded far enough and has reached such proportion as to be conclusively indicative of public sentiment.

Further voting will, of course, be indulged in, and the final tabulation lies some time in the future, but there is no reason to expect any violent disruption of the present ratio which the voting is maintaining.

TIGHT BARRELS ENTER A NEW FIELD

New uses for cooperage, both tight and slack, are constantly and continuously cropping up, some of them of a purely local scope and others of such character as to afford opportunities for development on a national basis.

Recently there has appeared a unique use for tight barrels which would seem to hold possibilities of eventual volume consumption. The district surrounding Louisville, Ky., is a heavy producer of strawberries. In former years, when the berries could not be marketed with fair profit as fresh fruit, they were allowed to rot on the vines. However, within the last year or two enterprising strawberry growers, in casting about to find a method by which to save such berries as were not sold during the height of the season, hit upon the idea of preserving the fruit in barrels and disposing of it to syrup and preserve manufacturers later in the year. The scheme was tried out and has proved highly successful and satisfactory. The fruit is sugared sufficiently to prevent fermentation, and is packed in tight containers, which are sealed and placed in storage. The success encountered by growers in the Louisville district encouraged and stimulated strawberry producers in other sections of the country to try the same method, with the result that the practice of sugaring down strawberries for preservation is now a fairly widespread procedure.

Since this "sugaring" method has been found practical in the case of strawberries it would seem logical that it could be used with equally good results in the preserving of innumerable other fruits and berries, in which event it opens an avenue of tight barrel consumption which holds promise of developing into a field of considerable importance. There are thousands of tons of berries and fruits wasted annually that might be, through this method, saved to the food supply of the country and to the profit of the growers and, incidentally, the tight cooperage manufacturers. The field is attractive enough to warrant a close investigation and a subsequent exploitation of its business possibilities by tight cooperage interests.

COUNTRY IS READY FOR A BUSINESS IMPETUS NOT SEEN SINCE WORLD WAR, IF RAIL AND COAL STRIKES CAN BE SETTLED, SAYS C. M. VAN AKEN

At the present time, most of the people interested in cooperage stock are doing more thinking than talking.

As the months go by, we find we have been having a fair volume of business, but the profits are far from commensurate with the amount of labor involved. Various concerns in the East, who have been manufacturing barrels for different purposes, now find their barrel business light. There has been considerable activity in the fruit barrel business, crops in some sections have been more or less damaged while in other sections, good crops have been anticipated. Then, too, with the reporting of a good crop of early apples and a poor crop of late fruit in one section, another section would report a condition exactly reversed so, as a whole, the barrel business has so far been fairly good, but now we are facing a proposition that is not at all encouraging, namely, those having a good crop of early fruit are finding that the market prices are hardly justifying the picking. Some of the returns have shown an actual loss which means that the farmers would have been better off had they let the apples rot on the trees than they were after getting their returns. This poor early apple market has put a decided crimp in the buying of late apples which is usually done about this time of the year. Apple buyers and apple speculators seem to think that while the people are talking about "coal strikes" and "railroad strikes" they are considering how best to cut down household expenses and in doing this one of the first things they eliminate is apples, making the prospect of moving winter fruit not very good. All of this puts the apple barrel cooper in a position where he is not thinking of more cooperage, but wondering whether he will be able to turn the stock on hand into money this Fall. Of course, many things can happen to change this situation and change it suddenly and one of the things that would be very apt to cause such a change would be settling the railroad and coal strikes. It is generally believed that such a settlement would put an impetus in business that has not been seen since the World War and one of the first commodities to be affected by such an improvement is fruit. When business is good, people use apples. This makes a demand that prompts a reasonable price and as the apples are here this year, we want to see conditions such that they can be used, then the barrel situation and cooperage stock situation will take care of themselves.

LOGICAL AND SENSIBLE HANDLING OF THE SUBJECT OF ADVERTISING, BY W. C. HOWE

In the July issue of *Class*, the magazine of Class, Trade and Technical Advertisers, Chicago, there appears an article dealing with the principles of trade paper advertising, in which the subject is handled so logically and forcefully, and in a manner so plainly and appealingly sensible and reasonable that we are constrained to pass the contribution along for the consideration of our readers.

The author of the article, Mr. Willard C. Howe, president of the Commercial Journal Company, of Chicago, advances his arguments from the depths of years of experience and study of advertising practice, and there is probably no man in the country better equipped, from the standpoint of exhaustive knowledge of practical publicity to make authoritative statements on the subject. The article follows:

"What would be your opinion of a manufacturer who put a costly electric sign on his factory and then ordered that current should be used for its illumination only three times a week?

"What would be your opinion of an office manager who insisted on having his company's name on the front door on Mondays, Wednesdays and Fridays, but took the sign down Tuesdays, Thursdays and Saturdays?

"These things are not done. But they would be no more inconsistent than the policies of some business paper advertisers who hang up their signs in thirteen issues of the weeklies and in twelve issues of the semi-monthlies with no regard for the possible buyer who on looking for the sign in other issues of the same publications, is unable to find it and goes elsewhere to buy.

"There are some business paper advertisers who can profit by intermittent or spasmodic advertising. There are others for whom such advertising is wrong in principle. Sound practice can be correctly determined in any case only after considering carefully the characteristics of the product to be advertised.

"It is extremely unfortunate that many business paper campaigns are in the control of men who think in terms of *appetite* rather than in terms of *demand*, and, sometimes, in terms of *demand* when they should be thinking in terms of preference. Trained in the handling of consumer campaigns for food products, wearing apparel, automobiles and other lines of like character, they think of advertising as a power which should lead an army of people to rush around the corner to the nearest grocery or haberdashery or dry goods store and buy.

"When a highly technical account is treated in this manner, the result is apt to be ludicrous, but the blame for the negative results usually falls on the publications used and not where it belongs, on the copy, the schedule, and sometimes the mediums chosen.

"A fair example of the sort of product which cannot be successfully handled along these lines is to be found in the case of locomotives. As everyone knows, a locomotive is a rather costly article. It is undoubtedly a fascinating contrivance, yet it is not the sort of thing the ordinary citizen will buy for amusement in the home. Indeed, it is seldom that anyone buys a locomotive until after he has a railroad, with a right-of-way and rails and cars and tonnage to haul, or at least the prospect of tonnage. With these handicaps, it is rather difficult to imagine a plan of advertising that would create an appetite for locomotives as Mr. Wrigley might create an appetite for a new chewing gum.

"Yet locomotives are sold. The sales run into many millions of dollars a year. And advertising has its uses and values in the locomotive field, as it has them in every other field. But the uses are different.

"A locomotive manufacturer may advertise continuously for twenty years before it strikes home with some particular buyer. Why? Because during that period the buyer has had all the locomotives required in the conduct of his railroad or his industry. But when the twenty years have rolled around, he is in the market because the old tea-kettles have worn out. He is ready to buy. He remembers that he has seen in a business paper during all those twenty years the advertising of a certain locomotive concern. He knows its name. He has a mental picture of its line of engines. He has seen them all portrayed. He is ready to send for a salesman, but he lacks the necessary address. He turns to his business paper to look for the sign and it has been taken down this week, because some advertising man advised larger space and less frequent insertions. Then what?

"A few months ago I had an experience that will serve as a fairly effective illustration of how this thing works out. A certain manufacturer, whose product has many of the selling characteristics that apply to locomotives, placed his accounts in the hands of an agency that had sold him on ideas of "more intensive merchandising." Until he made this change, his policy had been to use every issue of every publication in which his advertising appeared. The agency, however, insisted that he must use larger space, and when he refused to increase his appropriation the business was placed on thirteen and twelve-time schedules.

"A few months after the adoption of this policy I was in the advertiser's office. In the course of a long discussion he asked me for a criticism of the new agency copy. Not having the character of the copy clearly in mind, I suggested that he get out some samples of it. Assenting, he turned to a collection of business papers on his desk and started through them to find his advertising. There were twenty-seven publications in the stack, and the first of his advertisements was found in the publication numbered twenty-five from the top. By the time he reached it he had lost his temper and was thoroughly disgusted, but even then he did not see the point until I asked him whether he thought one of his prospective customers would go that far looking for his advertising. That question settled his advertising policy for a time, at least.

"Business paper advertisers whose goods are characterized by certain definite merchandising limitations should take those limitations into account when formulating advertising policies. These questions should be answered, to determine in which of three classes the account falls:

"1. Is the product something for which you can create an appetite or demand?

"2. Is the product something for which demand develops spontaneously, but for which advertising serves to create a preference?

"3. Is the product something for which there is a certain amount of spontaneous demand but for which a larger demand can be created through advertising?

"If the line to be advertised falls in the first class: if the prospective buyer can be made to buy immediately on reading the advertising, large space is usually indicated and an intermittent or spasmodic schedule *may*, perhaps, be justified.

"If it falls in the second class, the most important thing is to have the advertising at work whenever the prospect may be coming into the market to buy: which means, of course, that the advertising should be scheduled to fit the buying habits of the people to be reached, and should never be absent when they are in the market.

"The third class, obviously, is a composite and calls for composite treatment.

"It happens that a very large part of the advertising in business papers falls in the second class, and, unfortunately, is handled according to the methods correctly applying to the first class. Take, for example, the whole field of heavy machinery. Most sales are made either to replace worn-out or destroyed equipment or to equip new plants. In relatively few instances does it happen that the overwhelming desire to own a certain machine is responsible for its purchase. But circumstances are arising every day whereby thousands of operators of manufacturing plants find themselves in need of mechanical equipment. Perhaps their plants have been partly worn out in service. Many causes may lead up to the demand, but in few cases is the demand directly due to advertising of any sort.

"But," some advertisers will say, "if advertising will not create a demand for my goods, what's the use?"

"Here, again, is confusion. Some advertising creates *demand*. Some creates preference. Both varieties are good in their proper places. Both are of doubtful value when misused. Advertising which will create a preference for your machinery will result in the sale of your machinery whenever circumstances create a demand in my plant. If, however, you have been devoting your energy to the impossible task of creating a demand in my establishment, you may have failed to create a preference for your machinery, and in this case I shall probably buy something else when the time comes. And if, when I turn to my business paper to get your address, I find that you have taken your sign down, the likelihood of my buying elsewhere is very greatly increased.

"Large space and striking copy are always desirable if they can be had without too great cost in proportion to the possibilities of the advertising. But in the case of those commodities and goods for which demand waits on circumstance rather than merely the will of the buyer, the campaign which will bring home the business will be the campaign which keeps the sign up all the time. Whatever the space may be—large or small—the prospective buyer will be able to find it when he looks for it.

"This reference or directory value of business papers is something which many advertising men ignore altogether, chiefly because they fail to understand it. Trained for quick action, inquiries in great numbers and tremendous sales of low-priced articles, they endeavor to apply to business paper advertising an altogether different sort of principles which have brought success in fields of consumer advertising. It cannot be done."

It is obvious that the arguments advanced by Mr. Howe in support of continuous advertising are peculiarly applicable to the cooperage sales situation. His division of merchandise into three classes and his application of advertising logic to each separate class, is particularly apt.

Cooperage, unmistakably falls into the second classification, in which *preference* and not *demand* is the controlling factor in sales, and where preference shapes buyers decisions in placing orders, the advantage in appeal for business lies with the firm that through continuous advertising and personal sales solicitation keeps itself and its line of manufacture constantly and most favorably impressed upon buyers' minds.

J. C. PENNOYER COMPANY OCCUPIES NEW QUARTERS IN MEMPHIS, TENN.

After September 1st, providing plans have not miscarried, the Memphis branch of J. C. Pennoyer Company, Incorporated, will be located at 509 South Main Street, Memphis, where a new building has been constructed to house the plant.

The new structure is convenient to the business section of the city as well as to the railroad stations, and was built with the view of accommodating the rapidly expanding machinery business, which the company enjoys.

An effort is being made at Atlanta, Ga., to obtain enough coal to operate cottonseed oil mills and gins. Mill owners stand to lose millions of dollars unless they get relief.

WANTS IN COOPERAGE LINES

N. B. Epstein's Cooperage, 1101-1113 *Penn Avenue, Scranton, Pa., is in the market for fresh-emptied, unbored whiskey barrels in any quantity.*

Nepsa Cooperage, Inc., 1625 West 12th Avenue, Denver, Colorado, is in the market for elm hoops, iron hoops, cedar tub plugs, and brass or galvanized plughole plates for ice cream tubs.

Chickasaw Cooperage Company, Memphis, Tenn., is in the market for the following whiskey quality staves: Flat bucked, 26 x 1½", 34 x 1"—1¼"—1½", 36 to 38" x 1"—1¼". Flat and circle, 42 to 44" x 1⅛"—1¼". Also pipes, sawed staves and heading, all sizes.

AN IMPRESSIVE WESTERN MERGER

A merger of more than passing interest to the cooperage industry is that of the Western Cooperage Co., the Merrill Lumber Co. and the Wright-Blodgett Co., Portland, Oregon, which companies have incorporated under the laws of the State of Michigan and will operate under the name of The Tidewater Timber Company, with headquarters in Portland. The combined timber holdings of the three companies mentioned in the merger are reported to be over one billion feet of standing timber, all of which is located in Clatsop County.

Mr. J. H. Smith, of the Western Cooperage Company, is secretary of the newly incorporated Tidewater Timber Company, the future activities of which new organization we feel positive that we can bank upon as being as fully representative and progressive as the weight and importance of the merger leads one to believe that they will be.

PERMITS REFUSED FOR THE MANUFACTURE OF PRESERVED SWEET CIDER

Report to *The Packer*, from Rochester, N. Y., under date of August 25th, says: "Application of the National Association of Cider and Vinegar Manufacturers for a permit to manufacture preserved sweet cider has been refused by Commissioner of Internal Revenue Blair. With a crop of apples in sight, the action of Commissioner Blair comes as a painful surprise to the association which maintains offices in this city, and to growers generally. The action of the federal official in no way affects the manufacture of cider for vinegar purposes but as apparent, does put a crimp in the plans of the association to manufacture heavily for the so-called sweet cider trade.

"The stand of the federal commissioner entirely ignores the recent decision of Judge Learned Hand, that the commissioner should grant permits for the manufacture of the preserved sweet cider to Duffy-Mott, Inc., successor of the Duffy-Malt Whiskey Company, of this city, and the Hildick Apple Company of New York. Both companies are members of the national association, and through the association counsel, W. W. Armstrong, of this city, pressed the federal authorities for the cider permits as explained. It was pointed out with great urgency that with a big crop of early apples in sight, there is need for the operation of every legitimate agency for its preservation.

"The crimp in the plans is due to lack of assurance that sweet cider will always come within the alcoholic limitations set by the Volstead Act, of less than ½ of 1 per cent. The Hildick concern in its application for a permit said that its product would 'contain when manufactured and prepared for the market more or less than ½ of 1 per cent. alcohol by volume depending upon the alcoholic content in the pure juice of the apples, but not due in any manner to the addition of the juice of any substance whatsoever.' Then Duffy-Mott interests assured the federal authorities that their product when manufactured and prepared for the market would contain less than ½ of 1 per cent. of alcohol by volume, but they could not guarantee it to remain at that point. However, both firms held that by the addition of 1-10 of 1 per cent. of benzoate of soda the alcoholic content would be retarded to such a degree that the product would develop acid faster than it created alcohol. The effect would be to make the cider distasteful as a drink before it became intoxicating."

The next move of the association at Rochester is awaited with a good deal of interest.

SOUTH'S FLOUR STOCKS LOW

Flour mills in the Southeast operated with coal have curtailed production about 50 per cent. Flour stocks are exceptionally low.

The Wooden Barrel Continues to Hold Favor in the Oil Carrying Trade. Atlantic Refining Company's Cooperage Activities Inspiring Evidence of the Barrel's Position in the Oil Industry

Timorous coopers and cooperage stock manufacturers who have been regarding, with sad eyes and doleful visage, what they regarded as the waning popularity of the wooden barrel in the oil-carrying trade, would experience a complete rejuvenation of spirit and confidence if they would take a trip through the cooperage and barreling department of the Atlantic Refining Company's Point Breeze plant at Philadelphia. What would be revealed to them there would convince them that the wooden barrel is far from being a passing institution in the oil-carrying trade, and, incidentally, they would see a cooperage operation functioning at a high point of efficiency and producing barrels that might well be accepted as a standard for "quality" which the industry as a whole could profitably afford to emulate.

Plant and Manufacturing Methods

The plant itself, together with the storage yards and filling station, cover an area of several acres, and the operation is so laid out as to effect a steady progression in the process of manufacture from the stave yards through the barrel factory and filling plant, to the loaded storage house on the wharves in the Schuylkill River, at which deep draught vessels engaged in overseas traffic tie up to load or discharge cargo. The manufacturing methods employed throughout the plant, from the storage of staves on the yards to the loading of vessels at the docks, mirror high efficiency. The best of time-tried practice in cooperage manufacture has been combined with such modern, up-to-date procedure as is of proved value, with the result that Atlantic Refining Company barrels have attained a reputation for quality which is recognized throughout the country.

From Stave Yard to Barrel Storage

The stave yards, which have a capacity of approximately twenty millions of staves, are at the extreme southern end of the plant and are served by railroad sidings which deliver raw material right on the grounds. A battery of dry kilns adjoins the stave yards, through which the material is passed preliminary to its trip through the factory. From the kilns the staves are passed to the jointers, where care is taken to insure that no extra wide staves get any further into the factory. From the jointers the staves are sent to the setters-up, who have their forms immediately in front of the steam boxes, and who must work continuously at top speed, keeping down the flood of material that the jointers send them. The setters-up pass the forms through the steam boxes, from which they are delivered to the windlasses. After being windlassed, the barrels are immediately sent through the fire boxes to the trussers. There are no levelers used in the Atlantic Company's plant, as the corps of trussers employed are all high-class workmen in their line, and can deliver a perfect job without the aid of a mechanical leveler. From the trussers the barrel proceeds to the bunghole and crozing machines, from which it is sent to the headers-up. To operate a heading-up machine in the Atlantic shop one must be something of an expert, as accuracy and speed are prime essentials to this job. From the headers-up the barrel proceeds to the hoop drivers, after which it is given its preliminary inspection. Passing the inspection it is sent to the glue-pots, where it receives its test-coat of glue. From this department it is conveyed to the draining racks, and, after being thoroughly drained off, the hoops are given their final driving. At this point the barrel goes into the cooper shop storage, where it remains, depending upon the demand from the loading plant, for a period of from one to two weeks.

Through the Filling Department

After being taken away from the cooper shop storage the barrel is conveyed over a tramway to the loading plant, where the hoops are re-driven and the final lining-coat of glue applied. After receiving the final glue coat it is put on an endless chain which takes it to the painting machine, where it is "dressed" for shipment. Passing through the painting machine it is sent to the drying racks, where, by an ingenious arrangement of dry-air jets the interior coat of glue and the exterior coat of paint are thoroughly dried and hardened. When the paint and glue are properly "set," the barrel is ready for filling, which processs is accomplished in the filling room, where automatic filling devices operate with dispatch and accuracy. Passing over the scales in the filling room the barrel is conveyed to the loaded-storage department, from which it is distributed throughout the trade. There are no overlappings or retracings in the progress of the stock from the storage yard to the loaded-storage warehouse, as each operation has been carefully laid out to the end of the minimum of handling consistent with the highest efficiency of operation.

Tight Kegs of Elm Staves and Oak Heading

While the big item of manufacture is the standard oil barrel, it is by no means the only product of the plant. Being large producers of wax, the Atlantic Refining Company also requires a considerable number of wax casks, which the cooper shop turns out from elm staves and hoops and gum heading. Among other unique lines manufactured are kegs of 7 and 16 gallon capacity, known in the oil trade as 50 and 100 pound packages, which are constructed of elm staves, oak heading and steel hoops. These are tight kegs and have proved eminently practical as containers for liquids.

Plant Capacity

The plant at present is on a working schedule of 49 hours per week, divided into 5½ working days of nine hours each. Approximately 25,000 barrels are turned out monthly by the 85 workers now employed. This production is about one-third of the capacity of the plant, which, when operating full time in all departments, can turn out in the neighborhood of one million barrels per year. There have been days in the past during which, under rush conditions, 3,900 quality containers have been manufactured.

Competent and Speedy Workmen

Watching the various operators in this big plant causes one to marvel at the machine-like precision and speed with which the men handle their jobs. The operating personnel is selected for efficiency, and, in this particular community, holding down a job in the Atlantic Refining Company's cooperage department is tantamount to a certificate of proficiency in any particular cooperage operation.

"Tom" Parkinson Bosses the Job

Mr. T. J. Parkinson, the superintendent of the plant, is a "barrel man" of wide and ample experience gleaned through an activity of over thirty years in the trade. He is intimately acquainted with his subject from "head to head," and is a fanatic on the score of "quality." Equipped with a thorough technical and scientific knowledge rounded out by practical experience in every phase of production from "gittin' out" in the woods to the last lick in the cooper shop, he is admirably suited to watch over and direct the activities of the plant. Discussing cooperage practice generally and touching on the remarkable speed of some of the workers, Mr. Parkinson said that since the advent of machinery in the cooper shop the men have become more or less "specialists" in some particular operation, and the day of the old-fashioned "all around" cooper—the man who could take his adz and cooper tools into the woods and build himself a barrel—is slowly passing away. He has succeeded in retaining quite a few of the old school coopers, who are artists in their line and who are kindly and helpful enough to educate the younger or "machine" men in the intricacies of cooperage as it was practiced under the old regime.

Sunshine Through the Clouds

Passing through this plant from end to end, the visitor cannot help but be impressed with the size and importance of the cooperage requisites of the oil-carrying trade. While, at the moment, due to the generally chaotic conditions existing in Europe, the export business of the oil companies is considerably curtailed, and this decrease is naturally reflected in their use of wooden barrels, there is every prospect according to competent opinion, that conditions will slowly readjust themselves and that the volume of cooperage which was formerly absorbed by this industry will not only be matched but surpassed by the trade which will develop in the course of the coming few years. There is no occasion for cooperage interests to feel that the oil trade is a shrinking market for wooden barrels. It is true that the past few years have seen a material decrease in the number of barrels consumed, but this condition was due in no measure to the declining popularity of the wooden container, but wholly and absolutely to world-wide business conditions which have affected practically every line in the same adverse degree. The wooden barrel is still the favored package of the oil-carrying trade and is destined to remain so despite the predictions of manufacturers of competitive containers or the fears of the weak-hearted and pessimistic-viewing element of our own trade.

New Method of Loading Barreled Oil

The Philadelphia shipping department of the Atlantic Refining Company has adopted a new method of loading freight cars with barreled oil, which, they contend, is an improvement over former practice.

Instead of loading the barrels upright in tiers, as has been their previous custom, the barrels are now loaded on the bilge and pyramided to the top row. The floor rows are cleated, but the upper rows are braced only by the "ditch" between the rows. The new system saves considerable in dunnage lumber, and by actual test has proved to be far more satisfactory than upright loading. About 150 barrels can be put in a 36-foot car by the "bilge pyramid" arrangement, and according to one of the officials of the shipping department "they won't shift half an inch in a hundred mile haul."

STEEL BARREL MANUFACTURERS OPERATING AT A LOSS

Anent the steel barrel situation, *Oildom*, "the magazine of the oil industry," made the following statement in an article in its July issue:

"Few industries were hit as hard as the barrel and drum industry by the depression. The demand was abnormally curtailed, and the scramble for business on the part of the manufacturers, together with the entry into the business, in the midst of the depression, of seven new concerns, forced the price level so low that in many instances it barely covered cost of material and labor—with the heavy loss of the entire overhead assumed by the manufacturer. This situation has existed for months, forcing two concerns out of business, and putting others on the verge. Naturally, therefore, with the returning demand, the new price level must show a greater advance than the actual advance in cost, in order to show any profit at all."

The above bears out the contention that has been advanced in some cooperage quarters as an explanation of the exceedingly low quotations on drums that have been offered to users of wooden barrels, particularly the oil industry, in an effort to coax business.

Evidently the time has come when the steel drum makers realize that popularity bought at the price they have been paying is entirely too costly. When they return to a profit-making basis in their factories, they cease to be serious competitors of wooden barrel manufacturers in many of the fields that they succeeded in entering by the under-selling route.

COMPARATIVE STRENGTH OF AIR-DRIED AND KILN-DRIED WOOD

Some wood users claim that kiln-dried wood is brash and not equal in strength to wood that is air-dried. Others advance figures purporting to show that kiln-dried wood is much stronger than air-dried. But some 150,000 comparative strength tests, made by the Forest Products Laboratory, of the U. S. Forest Service, on kiln-dried and air-dried specimens of 28 common species of wood show that good kiln-drying and good air-drying have the same effect upon the strength of wood.

The belief that kiln-drying produces stronger wood than air-drying is usually the result of failure to consider differences in moisture content. The moisture content of wood on leaving the kiln is generally from 2 to 6 per cent. lower than that of thoroughly air-dried stock. Since wood rapidly increases in strength with loss of moisture, higher strength values may be obtained from kiln-dried than from air-dried wood. Such a difference in strength has no significance, since in use a piece of wood will come to practically the same moisture condition whether it is kiln-dried or air-dried.

It must be emphasized that the appearance of the dried wood is not a reliable criterion of the effect the drying process has had upon its strength. The strength properties may be seriously injured without visible damage to the wood. Also, it has been found that the same kiln-drying process can not be applied with equal success to all species. To insure uninjured kiln-dried material, a knowledge of the correct kiln conditions to use with stock of a given species, grade and thickness, and a record showing that no more severe treatment has been employed, are necessary.—Forest Products Laboratory, Madison, Wis. Technical Note No. 180.

LOOKING FOR ANOTHER STAVE PLANT SITE

It is reported that the Major Stave Company, Monroe, La., is looking over some new timber tracts in Arkansas to the end of erecting a new stave mill. The company already has several mills in Arkansas.

New Hampshire Stave & Heading Mill

MANUFACTURERS OF

SLACK HARDWOOD COOPERAGE

We are now equipped to furnish
crozed staves in various lengths

Mills: North Stratford, N. H. *Sales Office:* 79 Wall Street, New York, N. Y.

C

The "TRIANGLE C" stands for

The Cleveland Cooperage Co.

The Cleveland Cooperage Co.

Stands for

1922 Methods in the

Tight Cooperage Business

WE have no quarrel with the buyer who places his business with some other company.

But it's a bad habit to do this without first finding out what we have to offer.

J. C. PENNOYER CO.
8 So. Dearborn St. - CHICAGO, ILL.
Branches:
New York, N. Y. Gassaway, W. Va.
Memphis, Tenn. Winchester, Ky.

TIGHT COOPERAGE STOCK
SLACK COOPERAGE STOCK
ALSO
MACHINERY

Forty-Two Years' Experience

THE HENRY WRAPE CO.

MILLS: Paragould, Arkansas Searcy, - Arkansas

MANUFACTURERS OF

White and Red Oak, Gum and Ash, Kiln Dried and Jointed Staves and Circled Heading for Tight Barrels and Kegs

Quality **ST. LOUIS, MISSOURI** Satisfaction

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

IF IT IS ORAM'S IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

AND FOR THE BEST FOR THE USERS

"THE OLD RELIABLE" WOOD BARRELS

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE

NEARLY FIFTY YEARS of "Knowing How"

ESTABLISHED 1872
INCORPORATED 1914

HEADING PLANER

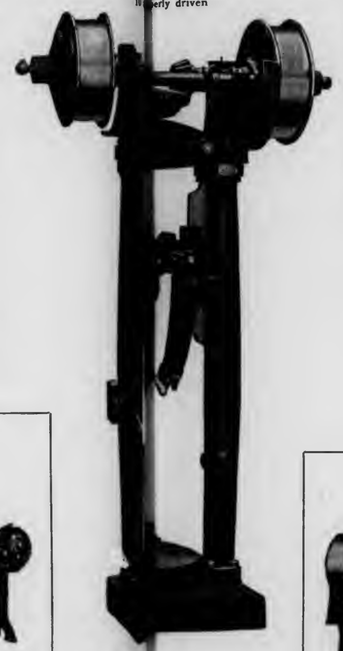
USE OUR STEEL Truss Hoops "MADE RIGHT"

WINDLASS

"ORAM" STAVE DRIVING MACHINE

STEEL—DURABLE

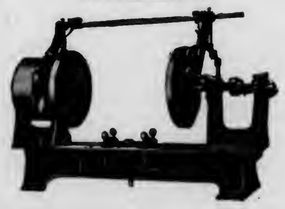
Capacity—As fast as one 600 to 1,000 pkgs. per day of 10 properly driven



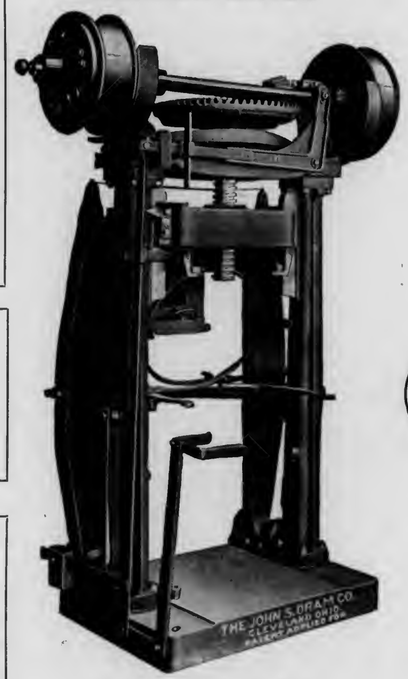
STAVE JOINTER

USE OUR STEEL Truss Hoops "MADE RIGHT"

BARREL LATHE



NEW "ECONOMY" (PATENTED) HEADING-UP MACHINE



105 PAGE CATALOGUE
No. 22—New Issue

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Apple Crop Conditions Continue to Show Improvement. August Estimate Greater than July by Approximately 3,000,000 Barrels

The apple situation, which is a subject of vital import to the cooperage industry developed, during August, an improvement over the very stimulating outlook presented in July, and at present holds promise of affording even better business to barrel and stock manufacturers than early season productions led them to expect.

The Department of Agriculture, July 1st estimate, of the probable commercial apple production was 30,413,000 barrels. During July the weather continued favorable and orchard conditions improved to such an extent that the August survey revealed an increase in the probable yield to 33,402,000 barrels. This is a gain of about 3,000,000 barrels during the month and goes that much further to confirm 1922 as a big apple year.

The percentage index of the present crop is placed at 67.4 while the average percentage index of the past ten year period is 57.2. The crop this year is therefore much better than the average or ordinary yield. With a better than average apple crop to be marketed cooperage manufacturers have every warrant to expect better than average business in the sale of apple and apple product containers. The most gratifying feature of the situation from the cooperage standpoint, is the fact that of the total estimated commercial production of 33,402,000 barrels, fully 60%, in round numbers 19,965,000 barrels, lies in what is termed the "barrel country". Another feature, scarcely less pleasing to cooperage interests, is that of the total gain of 2,989,000 barrels reported as the crop improvement during July, 2,666,000 barrels, or nearly 90% of the July increase, is in the eastern territory where the barrel is the standard package.

The Canadian Forecast

The Canadian Department of Agriculture, in its August report of the Dominion apple survey, sets forth a condition that parallels the situation on this side of the border. The provinces in which apple production is carried out on a commercial basis, with but two exceptions, will harvest a crop this fall which will be substantially larger than that of last year.

While Canadian production in no wise compares in volume with the yield in this country, it is nevertheless an item of considerable importance in the fruit market.

Dominion Statistics

The statistics show 3,573,820 barrels as the total commercial crop of the five producing territories that make up the Canadian apple area. Individually, the different districts are forecast as follows:

British Columbia	793,120 bbls.
Ontario	1,150,850 "
Quebec	61,600 "
New Brunswick	41,250 "
Nova Scotia	1,527,000 "

Largely a "Barrel" Crop

About 75% of this crop will be packed in barrels, which are the popular containers in all areas except British Columbia which province follows the lead of the American northwest in using boxes. Some of the eastern growers desiring to emulate their western neighbors in catering to the extra fancy or "dessert" trade have packed a few of their very choice varieties in bushel boxes but the volume so marketed is insignificant in comparison to the bulk that goes into barrels.

Early Apple Market Weak

The "fly in the ointment" that is causing speculation concerning the final returns on the domestic apple season business is the fear that, with a bumper crop of fruit in the orchards ready for harvesting, the consuming market will not be strong enough to absorb all that will be offered. Early apples sold so far this season have not brought the prices that the growers hoped for and this weakness in selling price of the early fruit has had the effect of retarding the placing of orders for the containers necessary to marketing the late varieties. Reports from the recent convention of the International Apple Shippers' Association are to the effect that the dealers are preserving a waiting policy in their apple transactions, feeling their way cautiously and deferring contracts pending a definite evidence of strong consumer demand.

Rail Strike a Factor

The settlement of the railroad strike would have a highly stimulating effect on the fruit movement which is now being held back by the general uneasiness of growers and dealers, and by the curtailment of fall service. There is every element present in the 1922 apple situation necessary to make this a banner year in the trade, and it needs but the adjustment of some extraneous economic differences, chiefly the railroad controversy, to set the fruit movement into full swing. When the apple appetite of the country begins to manifest itself—as it invariably does toward the fall season—the cooperage industry will undoubtedly enjoy a satisfactory demand for apple and apple product containers.

INTERNATIONAL APPLE SHIPPERS' ASSOCIATION HAD FINE MEETING AT SEATTLE

According to report, the International Apple Shippers' Association, assembled in convention at Seattle, Washington, July 26th-28th, had one of the finest meetings ever held. Of this convention *The Packer* says:

"For the first time in the history of the International Apple Shippers' Association there has been held a real honest-to-goodness apple shippers' convention, and the convention was the one just held at Seattle, Washington, July 26th-28th. Receivers and distributors from the principal markets of the country, and their families, came on the big special train and other trains, making a total of about 300 or possibly 350, but when the real apple shippers rolled in over the Cascades from Hood River, Yakima, Wenatchee and other just as important shipping centers, the gang made the receivers from the East look like a small town party insofar as numbers were concerned. The actual registration counted up to 950 or more and there were a goodly number who just dropped in from time to time, who did not register. Those who have attended conventions for the last 15 or 20 years have heard the annual remark afterwards, 'Well, that was the biggest and best convention we have ever held.' The Northwestern apple shippers have, however, by the Seattle convention, put one over so strong that all past records have been broken and may remain so for several years. The first meeting West of the Mississippi has already gone into history as the greatest in the twenty-seven years of the organization."

Officers of the International Apple Shippers' Association elected at the closing session of the convention Friday afternoon, July 28th, were as follows:

President—F. W. Morf, Chicago.
Vice-President—A. R. Currie, Seattle.
Treasurer—George W. Davison, New Orleans.
Secretary—R. G. Phillips, Rochester.
Executive Committee—W. L. Wagner, Chicago, chairman; J. J. Castellini, Cincinnati; E. W. J. Hearty, Boston; E. T. Butterworth, Philadelphia; E. E. Sampson, Yakima.

The Executive Committee will decide upon the meeting place for the next convention in due time.

IRISH POTATO AND SWEET POTATO CROPS BOTH SHOW HEAVY GAINS FOR 1922. SHOULD RESULT IN INCREASED BARREL CONSUMPTION

Statistics covering the Irish potato and the sweet potato yields of the present season show that both crops will be substantially larger than those of last year.

The Irish potato crop of 1922 is estimated at 439,900,000 bushels, a gain of 113,077,000 bushels over the production of 1921, while the sweet potato yield is forecast as 111,921,000 bushels, a gain of 13,261,000 over the total reached last season.

Both these lines are large users of barrels, and the tremendous harvest of the tubers should result in a brisk business in stock containers. The potential market that is afforded by these two vegetables, provided they were all packed in barrels, could absorb 19,083,663 three-bushel containers.

Markets of this size are attractive fields in which to work, and there is no apparent reason why the potato grower should not become as consistent and enthusiastic a user of slack barrels as is the apple grower.

CHEMICALS FROM CORN COBS

By developing new methods of extracting furfural from corn cobs, chemists of the United States Department of Agriculture have greatly reduced the cost of making this chemical, which is used in the manufacture of soluble and insoluble resins for stains, varnishes, insulating material, printing plates and many other articles. Furfural has been made commercially from oat hulls and has been selling for about 50 cents a pound, but when made from cobs it is estimated that it can be manufactured at a cost of about 10 cents a pound. Cobs give the greatest yield of furfural of any of the common agricultural materials that contain it.

CALIFORNIA GRAPE CROP PROMISES GOOD TRADE FOR KEG MANUFACTURERS

The annual grape report of R. L. Nougaret, viticultural expert of the Department of Agriculture at Sacramento, California, shows that California will produce this season 175,000 tons of table grapes as compared with 130,000 tons last year, and 400,000 tons of wine grapes as compared with 310,000 tons last season. Mr. Nougaret's estimate in cars this year is 45,000 as against 34,000 last year. He says that on account of the lack of transportation facilities California grape growers face losses which mean disaster to the industry. He further advises growers to devise some means of disposing of their product without shipping to Eastern markets in the fresh state.

Although Mr. Nougaret's report and advice is read with interest, it is nevertheless good to record for the perusal of our readers that our cooperage manufacturers on the coast are not only well pleased with the grape crop prospects, which crop is expected to be one of the largest in years, but report that demand for grape kegs is already active. The Western Cooperage Company, Portland, Ore., for instance, is now working on a 300,000 grape keg order, this being the first year that they have manufactured these kegs in such quantity orders.

California Barrel Co. Big Manufacturers of Kegs

The California Barrel Co., 22d and Illinois Streets, San Francisco, Calif., have already been big manufacturers of high-grade grape kegs, their annual output of these kegs being very large, and there is every reason to believe that their 1922 grape keg output will over-top any year so far recorded. The Eastern demand for California table grapes increases steadily each year, while the shipping of these grapes in sawdust packed kegs continues to prove most satisfactory.

Quality of Chautauqua Grape Crop Will Be Fine

According to the Chautauqua & Erie Grape Growers' Co-operative Association, Inc., with headquarters in Westfield, N. Y., the grape crop for 1922 is well on its way in developing into one of the finest crops in the Chautauqua-Erie grape belt. This grape belt contains about 40,000 acres of grapes, fully 96 per cent. of which is the Concord grape. New York State has about 28,000 acres all in Chautauqua county. This belt is known as the Chautauqua grape belt, located along the shores of Lake Erie.

At present report says: "The vineyards are looking fine and the crop promises to be about the size of the 1920 crop when there were shipped and used locally 5,400 cars. The weather has been ideal for the grape industry and the crop is well advanced for this time of year. At present it seems as if the harvest will begin about 15 days earlier than usual. It is safe to say that early grapes will begin to move the latter part of August and the Concord grapes will start for market from September 10th to 15th, which is fully 15 days earlier than in a normal season."

CABBAGE CROP INSURES GOOD SAUER KRAUT BARREL TRADE

Late reports from the field service of the U. S. Department of Agriculture contain the following information concerning commercial cabbage in New York, Ohio and Indiana.

The acreage planted to cabbage in the eastern portion of the New York State cabbage belt in Cortland, Chenango, Madison and eastern Onondaga counties and in some sections of the western counties, has increased greatly over 1921, but for the State as a whole the acreage is probably not far from the average. The percentage of the acreage in late cabbage is larger than usual. Rain has delayed planting and damaged cabbage on low ground, but has prevented aphis damage, so that the average condition of the crop is good throughout the State.

New York ranks first among the States in production of commercial cabbage, and Ontario County first among the counties of the State. This county usually begins to ship cabbage by August 15th, but most of the crop this year is late.

Ohio's commercial cabbage area is estimated to be 2,500 acres, compared with 2,168 acres in 1921. In Washington County, at Marietta and other points, the estimated 520 acres of cabbage is approximately a 75% increase over the 285 acres of 1921. The movement there is three-fourths completed and may amount to 315 cars, with a better yield per acre than last year.

The area of commercial cabbage in Indiana is estimated to be 1,300 acres, compared with 1,100 acres in 1921. In Elkhart County, the acreage for kraut shows an increase of 120% over 1921, and in the rest of the State the increase is about 10%.

NEW "LASTIK" BARREL IS ON THE MARKET

Commendable progressiveness is reflected in the action of The Cleveland Cooperage Company, of Cleveland, Ohio, in putting on the market the new "Lastik" rubber-lined barrel—a container that is unquestionably the first really satisfactory cooperage product so far evolved as a package for corrosive chemicals.

The new barrel is the invention of James H. Gravell, president of the American Chemical Paint Company, of Philadelphia, who according to a statement made some months ago to a representative of the JOURNAL, was practically forced by the exigencies of the acid container situation to resort to his personal inventive genius to supply a package that would carry the chemical products of his company safely and satisfactorily. The American Chemical Paint Company manufactures a line of goods which contain a varying percentage of corrosive acids, and up until the time of the invention of the "Lastik" barrel they had suffered the annoyances and irritations common to the shipment of acid-bearing products in the containers in common use, chief among which is the glass carboy.

The glass carboy, which hitherto has been regarded as the most generally satisfactory chemical carrier, is a clumsy, more or less fragile, heavy package that is extremely expensive in first cost, and that, due to its bulk and weight, is heavily taxed in transportation charges.

Mr. Gravell, recognizing the advantage of an acid-carrying package that would approximate the weight and capacity of a barrel, undertook experiments with wooden containers, which were eventually consummated in the production of the rubber-lined container known as the "Lastik" barrel. During the period of his experiments Mr. Gravell tried every type of high-grade cooperage product that came under his notice, and likewise tried innumerable fixed linings and sizings in his search for a preparation that would make wood resistant to the corrosive activities of chemicals. His researches along this line were fruitless, and finally he conceived the idea that a pendulous or hanging lining would solve his problem. Experimenting with full-floating rubber, he found that it was an almost perfect acid-resistant, after which his attention was directed to the application of the rubber to the barrel. This was accomplished in a most ingenious manner. Rubber was procured in broad sheets and a bag or bladder, conforming to the interior contour of the ordinary 50-gallon barrel, was fashioned. The bladder was installed in the barrel, held in the croze at either end and attached to the bung stave by a mechanical device which provided a filling vent at the bunghole. The result was the "Lastik" barrel, a wooden container with an "inner tube" or bladder which provides a highly satisfactory and efficient acid-carrying package. The rubber lining being suspended from either head, and hanging free in the barrel, except where it is attached to the bung, eliminates every possibility of loss from leakage incident to sprung or broken staves, buckled heads, etc.

Mr. Gravell personally told the representative of the JOURNAL that extensive and exhaustive experiments as to the practicability of the new package had been conducted over a period of more than a year, during which time, where the new package had been used, his company had not suffered the loss of a penny's worth of its product due to either evaporation or barrel leakage; further he cited instances where rubber-lined barrels filled with acids had arrived at destination with staves broken at the bilge and separated an eighth of an inch or more, without the loss of a single drop of the contents.

Upon perfection of the lining it was determined to give the package a commercial exploitation. The Cleveland Cooperage Company, with characteristic energy, secured the rights and privileges of putting the container on the market, and it can well be believed that they have undertaken the manufacture and distribution of a package that will prove immediately and immensely popular in the chemical field. Aside from its utility as the most efficient acid-carrying container yet evolved, the new barrel possesses economic advantages over the carboy and other acid packages in its cheaper initial cost, and in the immense saving in freight charges that accrue through its usage. It is light, strong, impervious to chemical action, attractive appearing and easy to handle, and unquestionably solves the chemical container problem in a most satisfactory manner. The field opened by this new container is one of vast proportion and possibilities, and with the businesslike exploitation which the "Lastik" barrel is sure to receive at the hands of The Cleveland Cooperage Company, avenues of tight cooperage consumption should be opened which will be of lasting benefit and huge profit to the industry.

The Cleveland Cooperage Co. will have a booth exhibit of the "Lastik" barrel at the Chemical Exposition, New York, September 11th-16th.

MEMPHIS REPORTS TRANSPORTATION IS BIG PROBLEM CONFRONTING SOUTHERN TRADE

Transportation is now the big problem confronting the cooperage industry in this territory.

Business is moderate, manufacturers agree. Perhaps as good as could reasonably be expected under the prevailing general business conditions. Inquiries are fairly active. Prices, while varying from day to day on different kinds of stock, are, on an average, about the same as last month.

To move stock when it is ordered shipped is another matter. The Illinois Central Railroad claims to be giving 100 per cent. service over its own lines. Beyond its lines shippers say that a consignment is likely to meet with detour after detour to thread its way through the tangle of embargoes. Other lines require from three to ten days to place empty cars for loading. When the car is loaded, it may be a week before the car is switched from the loading track.

"The railroads are hit much harder by the shopmen's strike than any of the officials will admit," a local cooperage man declared. "Both sides are bluffing. Between Memphis and Jonesboro, Ark., a distance of about sixty miles, you will find twenty miles of bad order loaded cars in the sidings. Switches at every station are filled with loaded cars."

Unable to get information about a car of structural steel loaded in New Orleans August 1st, a Memphis contractor had private inquiry made at the point of origin. "There are 2,500 cars of red ball freight ahead of your shipment," was the report.

Carriers claim to have recruited their shop forces to almost normal. A statement made by a well-known commercial agent for one of the lines to a local cooperage man explains why this force is not more effective in getting results.

"I have been on the road since August 1st rounding up mechanics to take the places of striking shopmen," the commercial agent said. "When I get together 25 or 30 men who claim to be first-class mechanics, I send them to the shops where they are needed. In about two days I get word that the whole bunch has been fired because of inefficiency. A certain class of men are just taking advantage of the situation to get transportation over the country."

Lumber and Cooperage Men Will Confer with I. C. C.

Lumbermen have held several conferences in Memphis to discuss the car shortage. The Southern Hardwood Manufacturers' Association met here August 9th, and the Southern Pine Association met the following day. Both organizations passed resolutions unequivocally indorsing the stand of the railroad executives against the restoration of seniority rights to the striking shopmen. It was decided that if there was not an early improvement in the car shortage, arrangements should be made for a delegation of local lumbermen to appear before representatives of the Interstate Commerce Commission in Washington with the view to having empty cars sent into this territory.

Since then tentative plans have been made for this conference in Washington on September 4th. Walker Wellford, of the Chickasaw Cooperage Company, is expected to represent the cooperage interests. J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, will attend, and several local lumbermen will also be there. The conference is being arranged by Frank Carnahan, of Washington, eastern representative of the Southern Hardwood Traffic Association.

Cooperage Labor Sufficient for Present Needs

More than half of the cooperage mills in this territory are idle. Demand has been light since early in July. Mills are getting enough labor for present needs, but the supply is none too plentiful.

Mr. Wellford, of the Chickasaw Cooperage Company, said that he looked for moderate business throughout the remainder of the year. Orders are coming in and their Memphis plant is operating at about half capacity.

H. L. LaNieve, of the Cate-LaNieve Company, reported that his company had orders ahead for about 60 days' normal production for delivery covering a period of about six months. This about equals the normal stock carried on hand.

The Pine Heading Market

Prices on pine heading are reported firm. Manufacturers are having considerable trouble getting cars, and many of the mills represented here are not running. Orders being placed command better prices.

No. 2 slack staves are quoted at a slight advance over last month, due to the increased demand for apple and produce barrels, while No. 1 slack staves have declined somewhat.

ARE TIGHT STAVE MANUFACTURERS CARELESS?

In the July issue of *Canning Age* our contemporary in the canning and packing field, there appears an article dealing with various phases of tight cooperage and setting forth some suggestions to tight container users in the food packing lines.

The author assumes that a general ignorance of essential knowledge pertaining to cooperage exists among barrel users as a class, and he takes up the burden of giving some helpful hints along the line of the moisture content and the grain of cooperage stock. On these subjects he says in part:

"Experienced operators have always known that cooperage stock of vertical grain, or, as it is called in oak, quarter-sawn grain, stood up better than slash-grain material, but until recently it has not been known why this was. Barrel users know practically nothing regarding this point. If their barrels don't hold up, they usually ask the cooper to make them better, but if the barrel user would specify vertical-grain or quarter-sawn grain, cooperage must necessarily stand up better.

"Another thing which the barrel user should specify is moisture content. The average moisture content of thoroughly dried wood, after it has been standing under cover for two or three years in most districts throughout the country, would run about 10 per cent. Stock makers or barrel users are now paying very little attention to moisture content. Very few concerns understand what moisture content is. Actual tests at Pacific Coast cooperage plants in the past have shown that stock used contained anywhere from 10 per cent. to 18 per cent. and in some of the plants changes have been made in the kilns to give a proper circulation, which is giving a more uniformly dried product. If the barrel user would specify that the moisture was to be not over 10 per cent., preferably 8 per cent., this would be another factor in greatly improving cooperage. I can say unreservedly that were both staves and heading sawn vertical grain, with moisture content of the stock to the cooper not over 10 per cent., and in the finished barrel around 8 per cent., practically all of the troubles from cooperage would be eliminated."

Going further into the subject of moisture content statistics as presented showing the comparative shrinkage in edge-grain and slash-grain white oak staves and heading when moisture percentage is reduced by storage heated warehouses. Concluding the article states:

"The construction of a barrel is such that small changes in the wood are absorbed without visible effect, but the effect is minimized when made of edge-grain. All barrel users should specify that both staves and heading should be edge-grain. But because in oak any kind of grain seems to go, the oak manufacturers are careless as to run of grain, for in working up timber there is less waste where no attention is paid to grain, and the trade, outside of a few classes, has never demanded quarter-sawed staves and heading because of lack of knowledge."

Here is a gentle indictment of stave manufacturers, who are accused of sacrificing quality on the altar of economy. We make the observation that if the above impression as to careless manufacture is given further undue publicity the effect upon barrel consumers will be anything but stimulating to the cooperage business.

CRUDE OIL OUTPUT DOWN 11,700 BARRELS

The daily average gross crude-oil production of the United States decreased 11,700 barrels for the week ended August 19th, totaling 1,492,450 barrels, compared with 1,504,150 barrels for the preceding week, according to the weekly summary of the American Petroleum Institute New York, issued August 24th.

Oklahoma-Kansas shows a daily average gross production of 487,300 barrels, a decrease of 850; North Texas shows a decrease of 1,750, North Louisiana an increase of 150 and Arkansas a decrease of 2,350. In Oklahoma production of the Osage Nation is shown as 112,150 barrels, against 111,750, and output of the Lyons-Quinn pool was 16,000 barrels, against 17,250.

The Mexia pool, Central Texas, is reported at 62,000 barrels, against 64,000; Haynesville, North Louisiana, 55,450, against 55,200, and El Dorado, Arkansas, 29,650, against 32,000. In the Gulf Coast field, West Columbia is reported at 32,250, against 34,000, and Orange County 16,700, against 17,600.

Imports of petroleum (crude and refined) at the principal United States ports for the week ended August 19 totaled 2,287,989 barrels, a daily average of 326,856, compared with 2,258,812, a daily average of 322,687 for the week ended August 12.

COOPERAGE COMPANY ORGANIZE

The Hermen Cooperage Co. was recently organized at Monroe, La., with a capital stock of $10,000. The company will operate in Northern Louisiana.

Chicago Reports Labor Troubles Are Holding Back Business Prosperity. Rail and Coal Strikes Affect Cooperage Trade

The railroad strike, resulting in shortage of cars and curtailed shipments, and the coal shortage following the walkout of miners, were said to have had a bad effect on the cooperage business in this city during the month of August when the trouble experienced was more keenly felt than during any part of the summer.

August Registers Better Orders and More Inquiries

Nevertheless, reports from many of the companies here indicated that August developed a better demand for both tight and slack cooperage than did July, real inquiries being received and orders booked. On all sides the opinion was expressed that improvement is at hand and will be in concrete evidence as soon as the two big labor controversies are settled. Cooperage men feel that the strikes are doing more than anything else right now to hold back returning prosperity from their industry.

Coal and Car Shortage Reported

Some of the local plants have suffered from lack of fuel and were forced to curtail operations in order to conserve the small stocks of coal on hand. This was especially true of those handling new cooperage on a large scale. The smaller plants have been running along at a fairly good gait except that in some instances the car tie-up made it impossible to get in sufficient cooperage materials.

Second-Hand Barrel Shipments En Route to the Coast

Abraham Bender, of Bender Brothers, reported a much better demand for seconds since the first of August. Eight carloads were shipped to the Pacific Coast by this firm early in August, Mr. Bender said. The railroad strike has delayed this movement to some extent. "While there has been no specially marked improvement, we have observed a better undertone to the market, and there has been a substantial increase in inquiries," he explained. "Our pickup started in about the first of August and has been continuing with considerable satisfaction ever since. The rail strike is making it bad in more than one way. Besides affecting shipments, the car shortage is preventing many of the cooperage men from getting stocks, and it will become a serious matter if the strike lasts much longer. We look for a good run of business once the strikes are ended." Mr. Bender said that many concerns who use barrels in their different lines of manufacture have been forced to curtail operations through lack of coal, and this has had the effect of detracting from the demand for cooperage, tight and slack.

Back to Wooden Barrels

At the plant of the House-McKay Cooperage Company the JOURNAL's representative learned that Mr. House was at home ill.

His assistants report, however, that second-hand barrels have been more in demand since the latter part of July, and that their business would be a great deal more active were it not for the fact that the coal shortage has crippled the operations of many of their largest customers. This is one of the largest second-hand barrel concerns in Chicago. Mr. House is, as is so well known, secretary of the Second-Hand Barrel Dealers' Association.

For a time the House-McKay Cooperage Co. had a wonderfully well established trade among companies using oil barrels, but then there was a sudden turn from the wooden barrel to steel containers. This departure hit the business severely, but of late many of the oil companies have been abandoning the steel containers in favor of the wooden barrels again.

Trend of the Cooperage Stock Market Is Steady

At the offices of E. Henning, Inc., in the Manhattan Building, it was reported that a more steady trend in the market was believed to be manifested, although conditions in general were described as comparatively quiet.

Local Pick-ups

Walter Johnson, president of T. Johnson & Company, was away on a motor trip through Michigan with his family, when the JOURNAL's representative dropped in on them.

J. J. Andre, manager of the stock department of E. Henning, Inc., was another who took advantage of the hot weather to get out in the country and motor along the cemented highways when the JOURNAL's man called.

A. W. Eiszner, president of the John Eiszner Company, has just returned with his family from a visit at the home of his sister in Missouri.

L. C. Hollingshead, president of the J. D. Hollingshead Company, is on an extensive trip through California. Reporting on conditions Mr. Dysart said that the car shortage in the South was being felt and he believes that there will be an improvement in all cooperage lines as well as business in general as soon as the rail and coal strikes are settled.

At the Edwin C. Price Company's offices, A. H. Gepke, sales and traffic manager, was away on a trip. Business was declared to be fair.

The Acme Barrel Company, reports a good demand for seconds. A Uttal, head of the cooperage concern, said orders were coming in with some briskness and that the car shortage resulting from the strike of railway shop crafts was the chief trouble right at the present time. "The strike has made it bad because our stocks have been delayed in shipment owing to the embargo declared against such materials," said Mr. Uttal. "Our sales were better in August than they were in July. Second-hand barrels are getting more scarce right along, as we find it."

A slight improvement in business was reported by John J. Hellmuth, Jr., of the Hellmuth Cooperage Company. Since the first of August this company has not only been receiving better orders, but inquiries have increased. The company is only handling new oak cooperage now. No serious trouble has been experienced by them on account of the strikes.

J. H. Winterbotham, of J. H. Winterbotham & Sons, who has been ill for a long time, is now resting in the East. Mr. Winterbotham is expected to return to Chicago the latter part of September.

The Standard Cooperage & Woodenware Company, report that they have been receiving good orders for small barrels to be used for family purposes. This small package line began to pick up about August 1, and a big increase in orders is expected as soon as definite reports concerning the grape crop is available.

D. W. Ryan & Company, reports that they are getting enough business right now to keep their plant going on a full schedule.

Hollingshead & Blei, announced that they have stock in the woods that is being hauled and that by October or November they expect not only a better trade demand, but a much better price as well.

EDWIN BELL CO. CUTTING CHESTNUT STAVES FOR OWN USE

With a two-saw mill at Mount Alto Park, Pa., the Edwin Bell Co., of Pittsburgh, Pa., are cutting from 20,000 to 25,000 chestnut keg staves per day. President and General Manager John Thomas, of the company, advises that the stave output of the Mount Alto Park plant is for the company's own use.

G. I. FRAZIER CO. BUY FINE TIMBER TRACT

The G. I. Frazier Co., tight stave and heading manufacturers of Nashville, Tenn., have purchased a fine tract of oak timber land near Crossville, Tenn. The newly acquired tract consists of 2,500 acres of timber, all of which will go into the manufacture of tight cooperage stock.

L. H. HUMBLE INTERESTED IN NEW STAVE AND LUMBER COMPANY

The Wayne Stave & Lumber Co., Somerset, Ky., with a capital of $5,000, has been chartered by I. D. Thompson, Sr., I. D. Thompson, Jr., and L. H. Humble. The latter has been well known for years as a stave and heading manufacturer.

WILL MANUFACTURE A BARREL JACK

The Universal Machine & Mfg. Co., Huntington, W. Va., has been incorporated with a capital of $25,000. The company will manufacture a barrel jack. J. H. Powers is president and C. R. Schurman is secretary of the new incorporation.

WILL REBUILD BURNED PLANT

Rebuilding operations will be started at once on the plant of the Kimbell Heading Co., Blountsville, Ala., which plant was recently burned.

BUFFALO COOPERAGE MARKET

The slack cooperage trade is quiet on account of the lack of demand in most all lines. An apple crop such as has not been harvested in many years is coming to maturity in the Western New York district. Trees, often half-grown ones, are broken down with the fruit, and farmers begin to fear that they will not begin to get much of the crop, on account of the size of it. One Orleans farmer says he has notice of a large number of barrels already bought by farmers, and he is afraid that they will not be able to make use of them because they cannot sell the apples that they put in them. Pear growers are taking baskets in great quantities to ship their fruit in.

Apples are not quoted above $1 a bushel now for the best reds, and the cheaper sorts are 25 cents, both of which prices are considerably more than the farmer will get. The farmer has to pay apple pickers higher prices than in normal times so that he does not realize much on his fruit. The buying is on an unusually small scale for this time of year, but it is hoped that it will show improvement.

Flour Buyers Are Cautious

The demand for flour barrels is down to small proportions, and the same is true of most other lines using wooden packages. Flour prices have taken a decline and now wheat is under $1, many are predicting that it will go to 90 cents. Under the circumstances buyers are very cautious about taking hold for their future requirements.

Quotations on slack cooperage stock in this market at time of writing (August 20th) are as follows:

No. 1, 30-inch elm staves	$15.50a$16.00
No. 2, 30-inch elm staves	10.00a 10.50
No. 1, 30-inch gum staves	15.00a 15.50
No. 1, 28½-inch elm staves	16.50a 17.00
No. 1, 28½-inch gum staves	15.00a 15.50
No. 2, 28½-inch gum staves	10.00a 10.50
Mill run, 28½-inch gum staves, fruit	11.00a 11.50
Six-foot hoops; six-foot-nine hoops	14.50a 15.50
No. 1, 19⅛-inch basswood heading	11½a12c
No. 1, 19⅛-inch gum heading	11½a12c
No. 1, 17⅛-inch basswood heading	10a11½c
No. 1, 17⅛-inch gum heading	10a11½c

Railroad Strike Not Affecting Stock Shipments

Not much holding up of mill deliveries has taken place because of railroad strikes and embargoes, the only difficulties in getting stock being in isolated cases. This is not the case in lumber, as many dealers complain that transit cars are not nearly so numerous as a short time ago. If coopers hold off their orders until later in the season it is possible that the mills may not be able to supply them and a shortage of barrels may be experienced. That at any rate is what is being predicted by some authorities right now.

A member of the tight cooperage trade says that white oak vinegar barrels are quoted now at $2.65; red oak, $2.45; gum, $2.35, Rochester rate points. Cider manufacturers have shown no interest as yet concerning their fall package requirements. It is reported that the demand for sweet cider has not developed. The vinegar shippers are buying barrels as needed, except in case of contracts for long requirements and in such cases barrels are being taken out rapidly.

News Briefs

Vic Kaufman, representing the Louisville Cooperage Co., Louisville, Ky., was a recent caller on the trade.

The Washburn-Crosby Co., millers, have a building permit for a new store house for flour and feed. It will be four stories in height and built of concrete. The cost will be $200,000.

J. Forsythe Smith, the Dominion fruit-trade commissioner, believes that the demand for Canadian apples in Great Britain will be very fair this year. He says that the crop in England is by no means a good one, and that the buying power of the public has increased in the past year.

Jackson & Tindle report that the demand for slack cooperage material is small. The delay from the fruit sections may result, it is said, in a shortage of barrels.

W. G. Pennypacker, Jr., reports a light demand for fruit barrel stock, with some easing off in prices of material. It is believed that better buying will take place soon.

The Quaker City Cooperage Co., reports a spotty demand for flour barrels, with occasional slight improvement. The shop is hopeful that apple barrel demand will give it some business this fall.

The Niagara Cooperage Co., Lockport, has made some apple barrels, but not as large a number as in some recent seasons. Flour barrel trade is quiet.

Credit Abuse in Foreign Trade—Prevention and a Remedy

A. J. WOLFE, Chief, Division of Commercial Laws

The articles in *Commerce Reports* which have dealt with the various phases of the foreign debts problem have created a widespread interest in the business community, as evidenced by the number of communications on the subject which have been received by the Department of Commerce. Certain significant improvements have been effected in dealing with the perplexing situation which confronts American grantors abroad in their effort to secure adjustments of overdue accounts and of trade disputes in foreign countries.

Agencies for Assisting American Firms

Among these improvements we may refer to the growing list of recommended attorneys in foreign cities, kept on file in the Department of Commerce, with sufficient data on hand to enable the inquirer, whether a business man or his legal adviser, to make an intelligent selection; a service of advice by the Division of Commercial Laws in conjunction with the representatives of the Department of Commerce and with consular officials abroad; the inquirer is told of the existing facilities for collection and adjustment, and in certain exceptional cases, where this may be done with propriety, official intervention has in a number of instances proved effective; the arbitration method of settling disputes at home and abroad has made rapid strides toward becoming a universally effective and practical method of self-help to international traders; and at least one organization of nationwide scope has installed machinery which will place the moral force of its mutualized credit scrutiny at the disposal of its membership in an effort to prevent the abuse of credit abroad.

The object of this article is to outline a plan for dealing with the problem of overdue accounts abroad and of trade disputes with foreign customers in a practical, economical, and effective manner, and in order to realize clearly the utility of this plan we must analyze the existing situation. To do so we must examine and classify the general run of foreign collections which give trouble to American credit grantors; then we must look into the facilities existing abroad to aid the American credit grantor when he needs such outside aid; and finally we must draw the veil of mystery from the activities of these last mentioned agents in the collection of accounts—just what it is that the lawyer abroad undertakes to do, how does he go about collecting an account sent to him, what does a consul or a trade commissioner do when asked to intervene in a trade dispute. When all these points are understood a plan for meeting the conditions can be discussed.

Foreign account troubles may be classified from several points of view: The degree of care exercised in the granting of credit; the factors back of the delay or deadlock in the collection; the attitude of the debtor to the account; the nature of the claim; possible faults on the part of the complainant.

Safeguards in the Extension of Credits

In many instances it is apparent that the credit grantor had not taken the trouble to secure a credit report or to employ the commonest safeguards in the extension of credit. An instance occurred not long ago in a claim submitted by a New York exporter with the notation that the debtor was a notorious international fraud, who had pursued his shady calling for years. This the credit grantor discovered after he had shipped the goods; but an inquiry at the proper time would have avoided the entire transaction. It is apparent that nothing can be done to collect this account. In this case the debtor makes a practice of ordering goods broadcast in the hope of finding a careless credit man, in disposing of them on receipt, and refusing to pay. He has no assets on which to levy and criminal prosecution is not possible until one of the victims appears in person as a complainant and succeeds in proving criminal intent. Other overdue accounts are not the result of carelessness, but arise in spite of the exercise of prudence and caution on the part of the credit man. Constant interchange of ledger experience is an excellent method of checking any gradual deterioration of originally well-regarded accounts. No human foresight, of course, can prevent sudden reversals in the fortunes of customers either at home or abroad. In submitting a claim for collection abroad it is important to know the degree of prudence exercised in the extension of credit. It is a sad fact that those who are most clamorous for official action in the collection of accounts abroad are frequently the firms which ignore ordinary safeguards of credit prudence.

Causes Attributable to Delayed Collections

Next we may briefly scan the factors back of the delay or deadlock in the collection. These may be a temporary embarrassment, which calls for patience on the part of the creditor rather than for a lawsuit; it may be due to exchange troubles, when an equitable arrangement may be made for the deposit of the amount due in a native bank until the exchange situation improves or for the shipment of equivalent native produce, the proceeds of sale in the United States being used to counterbalance the debt; the debtor's business may be temporarily or permanently paralyzed by a variety of causes. It is important to know the true cause of the trouble. It is useless to send claims to lawyers, collection agents, consuls, or anybody without making an investigation of the cause back of the trouble. The attitude of the debtor is another important factor. This may grade from utter unscrupulousness to a sincere desire to overcome difficulties in order to discharge the obligation. Commercial integrity is not the heritage of any one country, but the fact can not be gainsaid that trader classes in many countries vary in their standard of business morality. For this reason in these countries trading is conducted through special channels, which it is not safe for an American credit grantor to ignore. It is courting disaster to grant unsecured credit in West Africa, India, and elsewhere to classes of buyers not equipped for independent commercial transactions with foreign exporters. To ascertain the attitude of the debtor toward the claim is indispensable in deciding what is best to do from case to case.

Importance and Character of Claims

Claims differ in importance and in character. Even in the United States an economical method of adjudicating small claims has been developed, but in a few places, and that in very recent years. There is no way of economically collecting small claims through the courts of the countries which are referred to as the export field. Court fees alone sometimes exceed the amount claimed. Any creditor who has a small claim abroad (excepting in a few European countries and British possessions other than India) has taken upon himself proportionally a greater risk than the holder of an important claim. The costs of collecting are out of proportion to the amount involved, and the debtor knows it. As to character they may be disputed or undisputed; they may be based on orders or on open account balances; they may be based on acceptances or promissory notes which have or have not been protested. And, finally, claims may be either fully justified or unjustified. Once in a while, but very seldom, an American firm is in the wrong.

Facilities for Collection of Foreign Accounts

Now, what are the facilities open to American credit grantors in the collecting of their foreign accounts? There is, in the first instance, the firm's regular legal adviser. While it is true that the average legal adviser can not be possibly familiar with the peculiarities of the laws of all foreign countries, it can not be too strongly urged upon the credit grantors that it is the best of economy to have their foreign claims put in shape by their regular counsel for further action by the ultimate agent. The writer has examined scores of claims by American concerns and finds a uniform failure to state the essential facts containing the legal basis of the claim. It is discouraging to wade through a mass of irrelevant comment, to piece fact together with fact, missing some essential item altogether, only to be confronted with it a few months later when presented by the debtor's attorney. The domestic counsel can take advantage of the advice of the Division of Commercial Laws if necessary, but he can secure from the client and put into a technically adequate form whatever facts constitute the juridical basis of the claim. In view of the universal practice on the part of reputable lawyers abroad to recognize the receipt of a claim from a lawyer in the matter of fees, it need not be feared, as a rule, that such handling of the foreign claim is more expensive than sending it direct to a foreign lawyer.

Domestic Collection Agencies

Next to the domestic lawyer there are domestic collection agencies. These may render good service, provided they have the requisite connections. There has developed in our specialized and commercially most active business systems a service by collection agencies, operating on a commission basis and maintaining numerous connections and dunning employees, which can very satisfactorily handle ordinary domestic collections. Few of them have the necessary organization to deal effectively with foreign claims; some may have a good connection here and there abroad. The entire foreign field is too vast for any of them, and they meet the same difficulty in the matter of direct approach to the debtor as the client.

Foreign Collection Media

Then we come to the collection media found abroad where the debtor is located. We have the lawyers, a numerous class, containing many persons whose services may be advantageously used in the matter of collecting the accounts of American clients against local debtors. Very many lawyers abroad do not care for this practice. Certainly the prominent lawyers, the leaders of the bar, can not undertake to dun slow debtors. As in medicine, there are specialists in the legal profession. Others recognize the need for such work and employ junior attorneys for minor claims. The best lawyers abroad discourage litigation in collection matters. They know that the creditor does not care to put up the fees which it is necessary to deposit with courts when foreign plaintiffs sue for a native debtor, and they attempt an amicable adjustment, which is generally preferable to litigation. In discussing the matter amicably with the debtor the lawyer has no advantage over a layman. Therefore, where there are collection agencies of unimpeachable character, and there are some in certain foreign countries, it is more economical to deal with them. Their fees are lower than the charges of a high-grade lawyer.

Some lawyers, in deference to American needs, give special attention to collection claims, but in many instances they would be pleased to be relieved of this class of work, unless their professional services may be required, and this is likely to happen only in matters involving important amounts, when by all means a lawyer should be employed.

Reference of Claims to Consul

When a consul or a trade commissioner receives a claim with the request to suggest the proper course of action, one of several things may happen. If the official is located where facilities for economical attention to foreign claims exist, he would suggest placing the matter in the hands of one of the recognized collection media. Where the consul happens to know the debtor or feels that personal intervention is proper and will not interfere with the proper discharge of his duties, he may make a personal call or send a representative to see that the debtor will report in due course. This is a very delicate matter, for a sharp line must be drawn between a proper friendly intervention and engaging in an activity that might jeopardize the consul's usefulness. Generally speaking, an official located where complaints are not likely to accumulate has a better chance of serving the American client than in countries which furnish a considerable number of account disputes. The consul can only intervene by courtesy, as he has no official status that would enable him to enforce collections.

Procedure for Collection of Foreign Accounts

Now what happens to an account that is sent abroad for collection? The lawyer or collection bureau will either write a letter or make a call. In the case of accounts which in our classification we find arising from careless credit granting, the lawyer will be unable to accomplish anything. He will reply, stating that the debtor has no assets, that he will not pay without a suit, and that to bring a suit would be a waste of time and money. To expect a lawyer to undertake the prosecution of such a claim on the basis of a commission or some percentage of eventual proceeds is to suggest a proceeding that is unprofitable and unbusinesslike. Such a case should be abandoned or a reasonable fee paid to the lawyer for its prosecution.

Other Methods of Collection

In other cases lawyers find sufficient responsibility on the part of the debtor; they negotiate, induce the debtor to make part payment, and endeavor to effect collection without going to law. But consul, trade commissioner, lawyer, collection agent, or whoever else may be asked to intervene in a collection must write letters, pay visits, send employees to the debtor, and correspondence and interviews must be resorted to if the account is to be collected without litigation. Court costs must be deposited if the account is to be collected litigiously; a hearing must be arranged on the court calendar, and in some countries this takes a long time. Finally, the defendant appears, pleads, brings up some unforeseen defense, perhaps, which requires writing back to the United States, or an appeal is taken, each proceeding adding to the expense, consuming more time. Only in case of certain acceptances and protests a somewhat speedier method of settlement may be employed. But no collection medium abroad works by magic. It is not the case of asserting American rights abroad. Even as foreigners suing in American courts. American plaintiffs abroad must submit to local court procedure. In some countries, indeed, such a procedure has not been fully worked out, and in the Near East, for instance, a great deal of confusion exists.

Commercial Arbitration of Disputes

It is refreshing to turn from this state of affairs to arbitration. Slowly but surely the best elements in the world's commerce are turning to commercial arbitration of disputes. Where parties to a contract agree to submit to and abide by arbitration much trouble, expense, and acrimony can be avoided. But there must be an agreement, either beforehand or after the trouble arises, and there must be some assurance of existing facilities for an impartial arbitration. The topic of arbitration abroad is very important, and a questionnaire has been sent to the representatives of the Department of Commerce abroad with instructions to report upon availability of suitable agencies for the arbitration of disputes within the territory covered by their assignment.

Proposed Clearing House of Foreign Collections

And now as to the plan proposed to remedy the situation. It is suggested that the various trade bodies interested in the promotion of American foreign trade form a special organization, to be known perhaps as the American Credit Protective Association, to act as a clearing house of foreign collections. Such an organization should operate for mutual protection and not to make profit. It should form connections with the most suitable collection media in each country, and it may on investigation grant the title of official representative to the agents employed by it. It should accept claims from any reputable American creditor, whether member or not. A slight increase in fees may offset the lack in membership. The association should be governed by a volunteer board of directors and its activities put in charge of a paid manager, who should be a lawyer with a knowledge of foreign trade conditions. There should be a staff of linguists, covering French, Spanish, and German correspondence, with outside facilities for translating Italian, Portuguese, and other languages.

Handling of Claims—Lawyers' Fees

Each claim should be accepted on the basis of a registration fee to cover the overhead expenses, and first handled direct from the office. The manager must analyze the claim and forward it to the approved representative if the direct letter has not had its effect. In view of the prospective volume of business from one source, it may be expected that representatives abroad would charge minimum fees for their services. These fees will serve as a basis of fees payable by clients and increased by 10 to 25 per cent. Thus, if the lawyer in Mexico City has charged $30 for collecting an account of $300, the client's fee will be $33 to $37.50. No claim for less than $150 should be considered. No responsibility for the actions of the foreign lawyer should be accepted.

Association Should Comprise Representative Business Men

It may be said that such an association may furnish undesirable competition to collection agencies and even lawyers specializing in foreign collections. But we must consider the broader aspects and the vital needs of American commerce. When cities undertook to collect rubbish and refuse they interfered with the business to private garbage collectors and ash removers. When the post office undertook to deliver letters it interfered with private interests. Such an association as is put forward in this plan will doubtless be called upon to render aid in countries and districts where the facilities for collecting are a puzzle to members of the bar, and if ever organized the association would find it wise and desirable to operate strictly in conjunction with the legal advisers to American firms, with the Foreign Credit Interchange Bureau, and with national organizations. It should have on its board of directors representatives of banks, exporters, and trade bodies, and be at the disposal of every American chamber of commerce, trade organization, or individual firm for collection service abroad.

AGENCY CONTRACTS IN FOREIGN TRADE

In the economy of foreign trade the "agent" occupies an important position as that link in the chain of the sales organization which is in immediate contact with the customer. He is the link exposed to the maximum of stress—the one upon which the exporter depends for his results in a given territory. Likewise, of all the organization links he is the one furthest removed from the source of production. And there must be perfect accord between the ultimate link and the beginning of the chain.

The term "agent" as used in foreign trade covers a wide range of relationships. Some of these do not fully coincide with any of the varieties of "agent" as the term is used in the laws of many lands. In legal phraseology the word "agent" is incapable of a definition that would include all those who can properly be classed as agents and exclude all those who can not be so classed. Many principals, dimly aware that the word "agent" implies certain responsibility on their part for the acts of the "agent," disguise the relationship by calling the agent "distributor" or something else, but these attempts are futile; is is not the name but the nature of the relationship which determines the mutual rights and obligations of agents and principals toward one another and toward third parties.

It is the purpose of this article to elaborate upon the requirements for contracts entered into between exporters in the United States and their "agents" abroad without regard to the definition of "agent" and "agency" under the laws of foreign lands, but taking into consideration the relationship existing in the usage of American export trade between firms in America and individuals or firms abroad who sell American products on a commission basis, being granted the exclusive right of soliciting business within a certain defined territory.

Selection of Suitable Agent the First Step

The agent acts for the principal in a foreign country. The value of his services to the principal depends upon his work. His work depends upon the need for the principal's goods which either exists or may be developed. There are certain products for which a market may be unusually favorable. Take a tractor specially suitable for a certain territory, an automobile that happens to meet popular favor, a typewriter for which there is a certain definite demand in a given locality—here will be keen competition on the part of many capable individuals and firms to secure the agency. A great deal of publicity had made the buying public receptive, the work of the agent easy and remunerative. Naturally the manufacturer is in a position to scrutinize carefully the applicants for his agency; he may exact certain engagements on the part of the prospective agent, such as the promise to take a certain quantity each year. His position is different when he enters a market in which the demand is first to be created, for here conditions are reversed. The agent may demand certain privileges from the principal. Instead of putting up money, instead of binding himself to secure orders totaling a certain sum, he may force his principal to place at his disposal a quantity of the product on consignment, to support him financially in his publicity efforts, to share in the expense of starting the business.

There may be markets in which desirable agents are very few, and there will be keen competition on the part of principals to secure the services of some one agency firm. Such is the condition in the machinery trade in the Far East. There the few desirable distributors are overcrowded with agencies, sometimes in competing lines. The whole matter is really one of supply and demand. But under no circumstances is it a wise proceeding for the principal to turn over his agency to the first chance applicant. Rational merchandising demands that the most suitable agent be selected for each territory after careful scrutiny and that the best possible contract for all concerned—principal, agent, and customers—be entered into.

The first step, then, in an agency agreement is the selection of a suitable agent. The character, the ability, the financial standing, the relations of the proposed agent to the trade to which he is to sell (many principals make the mistake of selecting as agent a firm or individual whose status as competitor cuts off or places at a disadvantage desirable customers who may not care to buy from him)—these are the principal factors to guide in the selection of the agent.

Loyalty the Corner-stone of Satisfactory Relations

The next step is the determination of the most equitable conditions upon which the agent is to act. The agent has clearly certain duties. He must solicit business for his principal. He must devote himself single-mindedly to his principal's interests; that is, he must work exclusively for one principal, or if he works for more than one he must do so with the consent and full knowledge of all concerned, and in that case devote to each principal's business that proportion of his time and efforts which appears equitable under the circumstances and to each an undivided loyalty. On the other hand, the principal has also certain obligations toward his agent. He must support him to the full extent compatible with sound business methods. He must allow him a suitable remuneration. He must extend to him the same loyalty which he expects from him.

Loyalty is, in fact, the corner stone of the relationship between an exporter and his agent. But in this relationship there are so many points involved which concern the rights and obligations of third parties, and there are property rights involved which affect interests so important, that it is necessary to formulate agreements. The principal and the agent reside in different countries. They speak often a different language. It is a necessity to have a written agreement embodying all the points requiring definition, providing for all emergencies that may arise, and thus protecting the rights of the principal, the agent, and of third parties.

Now, we must consider that this agreement is a contract some portions of which must be performed in one country and others in another. The laws of the countries may differ in the interpretation of contracts and their clauses and in the definition of the rights and obligations of principals and agents and third parties. For this reason the agreement must be prepared with a knowledge of the laws of both countries. Finally, there are differing requirements as to form in various countries. These requirements may be regarded irksome in some instances, but they are as a rule expressive of the law's desire to protect all concerned.

Contents, Form and Interpretation of Contract

And we thus come to the consideration of the agency agreement from the following points of view: Contents, as expressing the intentions of both parties; form as demanded by law or usage in various countries; and authoritative interpretation, including the settlement of possible disputes, in the untoward event of a final disagreement between principal and agent or of complaints by third parties. As to contents, the agreement must set forth the functions of the agent, the territory for which the agency is granted, the time during which the agreement is to be valid, with provisions for continuance or termination, the remuneration of the agent, how to collect, the right to delegate authority under the agreement, the right to act for other principals, the right to commissions on business secured indirectly. All these clauses must be expressed in clear and simple language, leaving no loophole for disagreement. The less left to be implied, the better. There are some functions which under the laws of many countries can never be implied but must be specifically mentioned, such as receiving money for the principal and suing in his behalf.

Naturally, such an agreement should be prepared by a lawyer. It is the business of the lawyer to couch the intentions of his clients in language that clearly expresses them. The lawyer, however, must have the benefit of advice on points of law in the country where the agent is to exercise his functions. This brings us to the necessity of an agreement between the two parties as to the jurisdiction under which the contract clauses are to be interpreted. Unless otherwise stated, the law which prevails is the law which rules in the place where the contract is performed. This can be set aside by mutual consent, so far as the relations between principal and agent are concerned. No agreement, however, between principal and agent can affect obligations to and the rights of third parties who are not signatories to the contract. Here the law of foreign lands must be known and will have to be followed. The laws of one country hold the principal liable for fraudulent acts of his agent if within the apparent scope of his authority; the laws of another may provide the principal with a valid defense under exactly the same circumstances. The English system of laws varies greatly from the Spanish in the rights and obligations of third parties toward undisclosed principals when dealing with the agents of the latter. Under British laws classes of agents are known which are unknown under Spanish laws, such as factors; under Spanish laws are known so-called commercial mandates (as, for instance, to managers and employees), which do not fully coincide with British agency laws. Of course, when speaking of Spanish laws reference is made to the tier of countries following the Spanish system of jurisprudence but varied by local statutes and codes.

As to form, it is best to have the agency agreement drawn in the English language. This is the "master"

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agreement. It must be accompanied by a translation into the language of the country where the agent functions. The translation must be accurate. The two agreements, forming an inseparable whole, must be duly legalized by proper consular authorities. In certain countries it is wise to have them entered as a "public document." In fact, several Latin American countries demand this in case of contracts exceeding a certain sum in value.

Chief Points for Agency Agreements

The examination of a number of agency agreements now in use, discloses the fact that many are loosely drawn, affording loopholes for disputes, while others are hedged about with too many reservations and stipulations. The chief element in the agency contract is to prevent misunderstandings between honorable principals and conscientious agents. If either of the parties to the agency agreement does not fall within these classes, the most binding agreement will prove of little avail. The consensus of opinion has evolved the following points, which should be covered in the general run of agency agreements, providing they do not conflict with the established sales practice:

1. A definite statement of territory assigned to agent.
2. Definite statement regarding treatment of orders received indirectly from agent's territory.
3. A definite statement of the time the contract is to run and provisions for its continuation and termination.
4. An understanding of the minimum amount of business to be secured within a given time, if the goods lend themselves to such stipulation.
5. Explicit statement of the agent's compensation, whether on commission basis or otherwise.
6. Publicity expenses in addition to personal solicitation by agent.
7. The right to sell competing or noncompeting products for other principals.
8. Authorization as to the terms on which the agent is to sell to his customers, this being, of course, dependent upon the class of agent the representative is.
9. Definition of responsibility for bad debts, depreciation and insurance on goods left on consignment.
10. The time when commissions are due and payable, and disposition of commissions already paid where the buyer finally fails to effect settlement.
11. Statement as to notices of changes in prices which the manufacturer may need to make from time to time.
12. Understanding with respect to charges for extra packing expenses when such extra packing is required.
13. Understanding with respect to the provision of samples and advertising matter.
14. Method of amicably settling any disputes arising and the jurisdiction which is to prevail in the interpreting of contract clauses.

AN OLD EXPORT PERIL IN A NEW GUISE

Well authenticated confidential advices received by the Department of Commerce from various sources indicate the recurrence in a virulent form of an old evil, which has from time to time imperiled individual interests in the export trade, but now seems to be directed against certain exporting industries as a whole.

As set forth in an article by Director Julius Klein, the means employed are to tie up the American exporter in an agency agreement and to push competing goods of foreign make under the protection of the existing agency arrangement.

Agency Agreements Should Be Carefully Examined

This practice is not new, but apparently it has never been tried so extensively as at present, according to indications, for which reason it is deemed expedient to issue a word of caution to American exporters. It is absolutely essential, for the present prosperity and the future welfare of the American export trade, to exercise the most rigid scrutiny over the details of agency agreements which tie up the exporter in a certain territory.

Is your agent bound by open or secret affiliations to interests other than American? Does the agency agreement permit him to paralyze the active promotion of your interests and to devote himself actively to the sale of competing goods? The danger outlined is not a mere bugaboo, but actually exists and flagrant cases have been submitted to the Department of Commerce as evidence.

The problem which the situation presents is exceedingly delicate and difficult. The solution—to entrust the agency of an American firm to a strictly American agency organization—is simple enough but can not be everywhere applied in practice because such organizations are comparatively few. But it is imperative to examine most closely the existing and the proposed agency arrangements with firms whose affiliations are not entirely American.

It has been suggested that where an American firm can not be found, a native firm, free from any suspicion of foreign affiliations, should be entrusted with the agency, but even this expedient may not always answer. In many markets the distribution of imported goods has never been in native hands.

Need for Creating a Network of American Agencies

The sad fact remains that in the task of distributing American goods abroad American traders had largely depended before the war upon European agencies and other foreign channels. Even until very recent days they had depended upon foreign-owned bottoms to carry them. It is the obvious and immediate task of American business to create throughout the world a network of American agencies, or at least agencies whose loyalty is not pre-empted by racial or commercial ties antagonistic to American interests.

This is not a task to be accomplished in a day. But until it has been accomplished, American export business will be greatly handicapped, dependent for its progress upon alien and frequently unwilling effort. The thing to be done at once is to examine the basis of all agreements with foreign agents and to analyze the affiliations of the agents.

The Department of Commerce urges exporters to take advantage of the full resources of American banks, credit institutions, and government agencies, particularly the Commercial Intelligence Service and the Commercial Laws Division of the Bureau of Foreign and Domestic Commerce, in connection with inquiries as to agency contracts.

A. T. PECK BARREL SHOP RESUMES OPERATIONS

The A. T. Peck cooperage plant at Bentonville, Ark., is again in operation, manufacturing apple barrels. The present large apple crop is expected to furnish business for an unusually long season.

MARKET FOR BARRELS IN NORTH MANCHURIA

According to a Commerce Report of recent date there could be developed a market in Manchuria among the bean oil mills along the Chinese Eastern Railway for barrels suitable for the transportation of bean oil, of which there are 60,000 to 75,000 short tons exported annually from this district. Herctofore shipment has been principally in cases and other containers of an unsatisfactory character

WILL OPERATE TWO NEW STAVE MILLS

The J. W. Copeland Timber Co., of Tennessee, has purchased several million feet of timber from the Government and will operate two stave mills in cutting up the same. The company has just unloaded its mill equipment at Calico, Ark., from which place they will ship it to their new timber tract, which lies in the National Forest Reserve, between Big Flat and Sylamore. There is no doubt but that the J. W. Copeland Timber Co. will be heard from in stave circles just as soon as their plants are in operation.

NEW COLLAPSIBLE BARREL

Peter Schepp and John Flack, La Salle, Ill., have been granted a patent on a collapsible barrel, the description of which is as follows:

A container of the class described, comprising a plurality of staves arranged in cylindrical relation, flexible bands encircling the staves and secured thereto, and heads for the container made in two parts pivoted together and one of which is of cam form for maintaining the contamer in cylindrical form by co-acting with pressure against the staves.

NEW LIME PLANT IN ALABAMA

A new lime plant, with a capacity of 1000 barrels per day, is being completed at Keystone, Alabama, for the Keystone Lime Works. The buildings are erected and equipment is being installed with the view of early operations. More lime—more barrels.

NEW STAVE PLANT FOR BOLIVAR, TENN.

The S. G. Holland Stave Company, of Nashville, Tenn., is planning to locate a stave plant at Bolivar, in the same State. The specifications call for a factory of large capacity.

MT. OLIVE STAVE CO. BUILDING NEW PLANT

Building operations have been started on a new stave plant being erected at Big Flat, Arkansas, for the Mount Olive Stave Company, of Batesville. The Mount Olive Stave Company, which is headed by T. J. Walbert, is one of the most active and progressive concerns in the tight cooperage stock business.

WILL OPEN UP SIX STAVE TIMBER CAMPS

The Brooklyn Cooperage Co. announces that it will open six timber camps in the vicinity of St. Regis Falls, N. Y. The camps will operate on hardwood timber. Not only will the opening of the six camps mean the employment of about 400 men by the Brooklyn Cooperage Co., but it will also insure logging operations next winter in the territory affected.

WELL PLEASED WITH JOURNAL

Entering his subscription to the JOURNAL, and upon receipt of the first copy, C. T. Peterman, of Seneca Falls, N. Y., writes to say: "I have just received my copy of the JOURNAL. It is 'O. K.' and I am well pleased with it."

An amendment to the charter of the Hirsch Cooperage and Steel Package Co., Houston, Texas, has been filed, decreasing the capital stock of the company from $200,000 to $130,000.

The Anniston Cooperage Co. has secured a good timber tract at Ohatchee, Ala., and has moved its plant from Anniston to the new location.

SUBJECT TO PRIOR SALE!

A COMPLETE SET OF USED EQUIPMENT FOR

A TIGHT STAVE MILL

The equipment offered is in good condition, having received careful attention since its installation. It will be loaded f. o. b. cars, point in Mississippi, and at the price quoted is a bargain.

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1—40 horsepower boiler, open bottom fire box.
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1—Line shaft with boxing.
6—Steel split pulleys:
1—56x12" 1—30x6"
2—24x10" 1—26x12"
1—12x4"
1—24" Whitney drum saw, 4¾" steel.
1—Bolt equalizer, two 34" saws.
1—Double edger, four 12" saws.
1—Battle Creek drag saw frame, two saws.
4—Stave trucks.

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FOR SALE—SLACK STAVE PLANT situated in Virginia, and now running. Plant is equipped with one 40-horsepower boiler, one 35-horsepower engine; one stave cutter; four stave jointers, shafting and belting. Also two 3-room shanties. Plant is located eight miles from railroad and can haul with truck. Have timber sufficient for two years' running, consisting of chestnut and oak, with some poplar. Will sell this plant for $1,750, and timber on stump for 40 cents per cord, or in lump. This is a bargain offered for a quick buyer. Address

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FOR SALE—Slack Barrel Heading and Saw Mill, located in New York, also all equipment and stock on hand. Water and steam power. Stock consists of lumber, moulding, posts, slack barrel heading, apple barrels, etc. Equipment consists of steamboats, wagons, trucks, etc.
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FOR SALE—One complete stave mill, also one Monarch tractor, located at Fordoche, La. Apply POINTE COUPEE STAVE & LUMBER CO., 3134 Chartres St., New Orleans, La.

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WANTED—Foreman for slack barrel cooper shop. Must be familiar with Holmes machinery and understand every position in the shop. Address "SLACK," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Hand coopers on slack barrel work. Address THE SANDUSKY COOPERAGE AND LUMBER CO., 131 Nasby Bldg., Toledo, Ohio.

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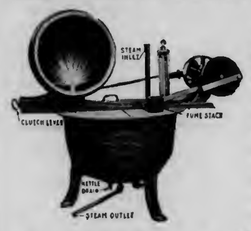

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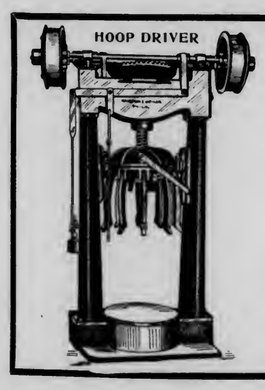

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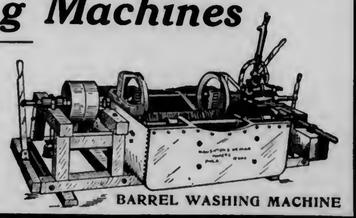

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BARREL ELEVATORS AND CONVEYORS

Page
Hollingshead Co., J. D., Chicago, Ill.....24
Oram Co., The John S., Cleveland, Ohio.....16-17

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y.....4
Hollingshead Co., J. D., Chicago, Ill.....24
Hynson Company, The, St. Louis, Mo.....I. F. C.

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y.....I. F. C.
Marten, Graham & Andresen, San Francisco, Cal.....
Oram Co., The John S., Cleveland, Ohio.....16-17
Rochester Barrel Machine Wks., Rochester, N. Y...Back Cover
Weimer Engineering Works, Philadelphia, Pa.....29

COOPERS' FLAG

Colwell Cooperage Co., New York, N. Y.....4
Frantz, J. C., Seneca Falls, N. Y.....28
Henning, Inc., E., Chicago, Ill.....5
Hollingshead Co., J. D., Chicago, Ill.....24
Traver, R. E., Montezuma, N. Y.....28

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y.....4
Hollingshead Co., J. D., Chicago, Ill.....24
Hynson Company, The, St. Louis, Mo.....I. F. C.

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark.....27
Hollingshead Co., J. D., Chicago, Ill.....24
Hynson Company, The, St. Louis, Mo.....I. F. C.

DRAG SAWS, ETC.

Hill-Curtis Co., Kalamazoo, Mich.....I. B. C.
Hollingshead Co., J. D., Chicago, Ill.....24
Pennoyer Co., J. C., Chicago, Ill.....15
Rochester Barrel Machine Wks., Rochester, N. Y.....Back Cover

EXPORTERS

Arkadelphia Milling Co., Arkadelphia, Ark.....28
Chickasaw Cooperage Co., Memphis, Tenn.....I. B. C.
Henning, Inc., E., Chicago, Ill.....5
Hollingshead Co., J. D., Chicago, Ill.....24
Jerry Co., Stephen, Brooklyn, N. Y.....6
Moore Stave Co., Lucas E., New Orleans and New York.....30
Pekin Cooperage Co., 25 Broadway, New York, N. Y.....I. B. C.

HOOP MACHINES

Hynson Company, The, St. Louis, Mo.....I. F. C.
Rochester Barrel Machine Wks., Rochester, N. Y...Back Cover

MACHINE KNIVES AND SAWS

Gerlach Co., The Peter, Cleveland, Ohio.....I. B. C.
Hollingshead Co., J. D., Chicago, Ill.....24

NAILS, STAPLES, TACKS, ETC.

Colwell Cooperage Co., New York, N. Y.....4
Hynson Company, The, St. Louis, Mo.....I. F. C.
Stanley Co., The Geo. W., Belleville, Ill.....26

PAIL AND TUB MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio.....I. B. C.
Hollingshead Co., J. D., Chicago, Ill.....24

SECOND-HAND BARRELS

Page
Arenson & Co., H., Pittsburgh, Pa.....26
Bogaer Bbl. Manufactory, The Joseph, Buffalo, N. Y.....26
Connolly, Inc., John, Hoboken, N. J.....29
Heidt & Son, C., Jersey City, N. J.....26
Layton Cooperage Co., Portland, Ore.....26
O'Connor Co., J. J., Jersey City, N. J.....29
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa.....26
Stone, Jr., & Sons, George W., 1234 7th St., Wash., D.C.....26
Warring, Bruce T., Washington, D. C.....26

STAVE AND HEADING MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio.....I. B. C.
Hollingshead Co., J. D., Chicago, Ill.....24
Holmes Machinery Co., E. & B., Buffalo, N. Y.....I. F. C.
Oram Co., The John S., Cleveland, Ohio.....16-17
Rochester Barrel Machine Wks., Rochester, N. Y...Back Cover
Trevor Manufacturing Co., Lockport, N. Y.....I. B. C.

SPRAYING MACHINES

Eureka Machine Co., 2605 Vega Ave., Cleveland, Ohio.....28
Hollingshead Co., J. D., Chicago, Ill.....24

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill.....5
Hollingshead Co., J. D., Chicago, Ill.....24
Pennoyer Co., J. C., Chicago, Ill.....5
Pennypacker, Jr., Wm. G., Buffalo, N. Y.....Front Cover
Southern Cooperage Co., New Orleans, La.....27
Struthers-Ziegler Cooperage Co., Detroit, Mich.....18
Van Aken Cooperage Co., C. M., 141 Broadway, New York...5

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y.....4
Connolly, Inc., John, Hoboken, N. J.....29
Heidt & Son, C., Jersey City, N. J.....26
Hollingshead Co., J. D., Chicago, Ill.....24
Illinois Cooperage Mfg. Co., Chicago, Ill.....6
O'Connor Co., Inc., J. J., Jersey City, N. J.....29
O'Donnell Cooperage Co., N. & H., Phila. and New York.....26
Pensacola Cooperage Co., Pensacola, Fla.....26
Skuse's Cooperage, Rochester, N. Y.....6
Three-Way Barrel Works, Mound City, Ill.....29
Walsh Sons, Morris, Pittsburgh, Pa.....18

SLACK COOPERAGE STOCK (Manufacturers and Dealers

Crozed Stave Corporation, The, Grand Rapids, Mich.....3
Dixon Co., The W. M., Memphis, Tenn.....7
Gideon-Anderson Co., St. Louis, Mo.....5
Henning, Inc., E., Chicago, Ill.....5
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo...F. C.
Hollingshead Co., J. D., Chicago, Ill.....24
Jerry & Co., Stephen, Brooklyn, N. Y.....25
Mankin, L. E., Lewisburg, W. Va.....5
Mill Shoals Cooperage Co., St. Louis, Mo.....18
Murray, C. E., Decherd, Tenn.....6
Peel & Bro., J. M., Lake Village, Ark.....27
Pennoyer Co., J. C., Chicago, Ill.....15
Pennypacker, Jr., W. G., Buffalo, N. Y.....F. C.
Powell Cooperage Co., Memphis, Tenn.....27
Reinselmidt Stave Co., Quitman, Ga.....28
Sheahan Co., B. C., Chicago, Ill.....6
Skuse's Cooperage, Rochester, N. Y.....6
Standard Hoop Co., Bay City, Mich.....27
Struthers-Ziegler Cooperage Co., Detroit, Mich.....18
Sutherland-Innes Co., Ltd., Chatham, Ont.....7
Trexler Cooperage Co., Allentown, Pa.....27
Tschumy & Co., W. A., Norfolk, Va.....27
Vail-Donaldson Co., The, St. Louis, Mo.....3
Van Aken Cooperage Co., C. M., 141 Broadway, New York...5
Walsh Co., The J. Y., Pittsburgh, Pa.....27

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Page
Bartlett, O. L., Mound City, Ill.....25
Colwell Cooperage Co., New York, N. Y.....4
Fields-Latta Stave Co., Dyersburg, Tenn.....27
Independent Cooperage Co., Fort Wayne, Ind.....7
Morris Walsh Sons, Pittsburgh, Pa.....18
New Hampshire Stave & Hdg. Co., 79 Wall St., New York..15
Poessell & Co., A. L., Chicago, Ill.....4
Smith Lumber Co., W. T., Chapman, Ala.....28
Vail Cooperage Co., The, Fort Wayne, Ind.....6
Wylie and Wilson, Saginaw, Mich.....18

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago-New York.....4
Hanlon-Gregory Co., Pittsburgh, Pa.....28
Hollingshead Co., J. D., Chicago, Ill.....24
Henning, Inc., E., Chicago, Ill.....5

STOCK BUYERS

Henning, Inc., E., Chicago, Ill.....5
Hollingshead Co., J. D., Chicago, Ill.....24
Sheahan Co., B. C., Chicago, Ill.....28
Sinclair & Sons, G., New Castle-On-Tyne, England.....27
Webster & Bro., Ltd., James, Liverpool, England.....27

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Cal.....26
Chickasaw Cooperage Co., Memphis, Tenn.....I. B. C.
Cleveland Cooperage Co., Cleveland, Ohio.....15
Connolly, Inc., John, Hoboken, N. J.....29
Frazier Company, G. I., Nashville, Tenn.....Front Cover
Hollingshead Co., J. D., Chicago, Ill.....24
Hudson & Duggar Co., Inc., Memphis, Tenn.....4
Michel Cooperage Co., Sandusky, Ohio.....26
Moore Stave Co., Lucas E., New Orleans and New York.....26
O'Connor Co., J. J., Jersey City, N. J.....29
Pekin Cooperage Co., 25 Broadway, New York, N. Y...I. B. C.
Pensacola Cooperage Co., Pensacola, Fla.....26
Sutherland-Innes Co., Ltd., Chatham, Ont.....7
Walsh Sons, Morris, Pittsburgh, Pa.....18
Welti & Bro., A. M., Cleveland, Ohio.....25
Wright Barrel and Export Co., Jacksonville, Fla.....26

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn.....4
Colwell Cooperage Co., New York, N. Y.....4
Harlan-Morris Mfg. Co., Jackson, Tenn.....27
Henning, Inc., E., Chicago, Ill.....5
Hollingshead Co., J. D., Chicago, Ill.....24
Moore Stave Co., Lucas E., New Orleans and New York.....30
Mt Olive Stave Co., Batesville, Ark.....4
Pennoyer Co., J. C., Chicago, Ill.....15
Sheahan Co., B. C., Chicago, Ill.....28
Standard Cooperage Co., Aberdeen, Wash.....28
Sutherland-Innes Co., Ltd., Chatham, Ont.....7
Wrape Co., The Henry, St. Louis, Mo.....11

TIGHT STAVE MANUFACTURERS

Arkadelphia Milling Co., Arkadelphia, Ark.....28
Frazier Company, G. I., Nashville, Tenn.....Front Cover
Henning, Inc., E., Chicago, Ill.....5
Hollingshead Co., J. D., Chicago, Ill.....24
Moore Stave Co., Lucas E., New Orleans and New York.....30
Reinselmidt Stave Co., Quitman, Ga.....28
Seagreaves, Geo. H., Wilsondale, W. Va.....28
Sutherland-Innes Co., Ltd., Chatham, Ont.....7
Wrape Co., The Henry, St. Louis, Mo.....11

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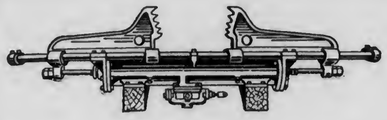

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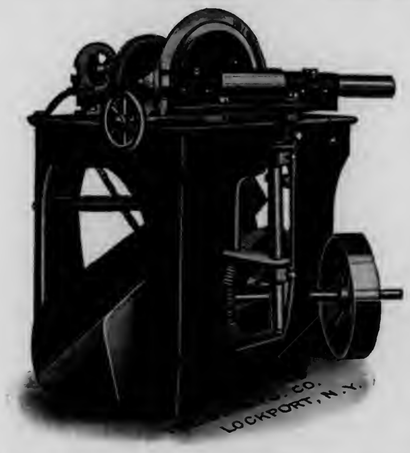

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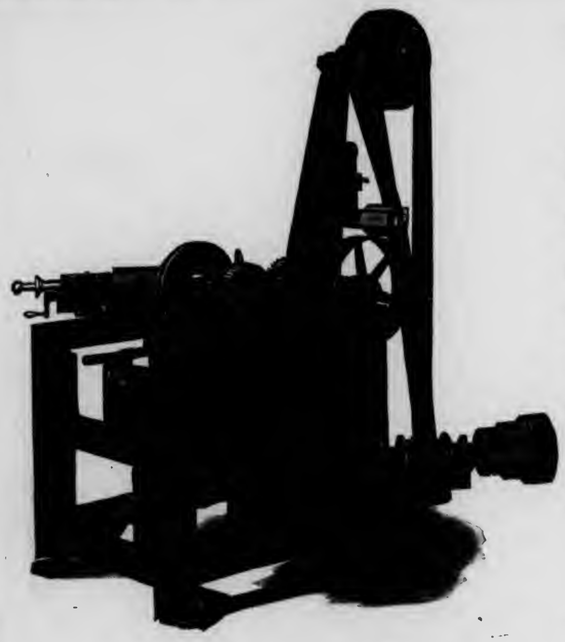
A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. 38 | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, October, 1922 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 6



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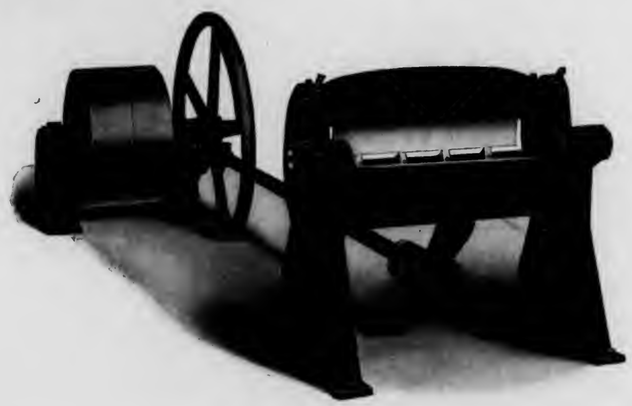

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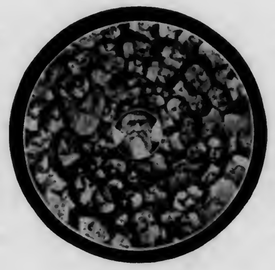

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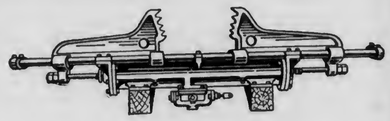

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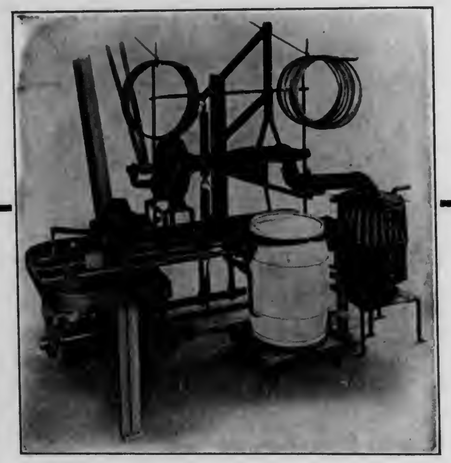

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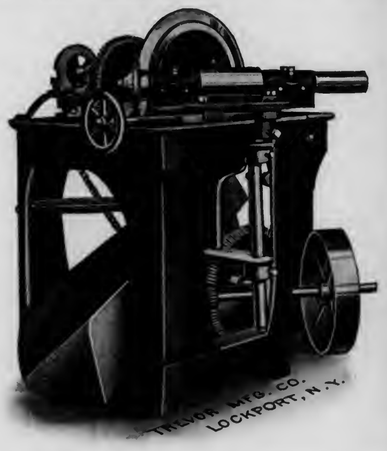

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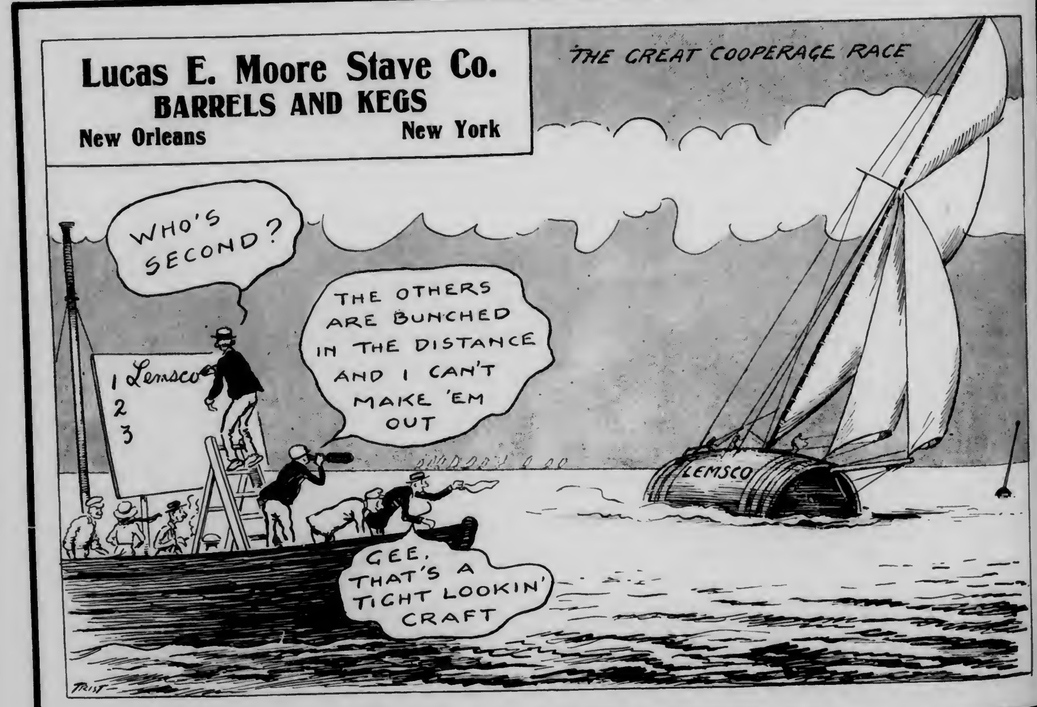

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Symposium

WITH INDUSTRIAL CONDITIONS IMPROVED THE COOPERAGE INDUSTRY WILL GET ITS SHARE OF THE BENEFITS, SAYS WALTER C. HARTMAN

DETROIT, MICH., September 19, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

For twenty-five years we have been in the cooperage business and we do not remember a time when it was so hard to prognosticate the future as right now. One could write at great length in a most optimistic tone, showing how business was going to be both prosperous and profitable, or assume the attitude of a pessimist, and just as conclusively show how trade was going to be very poor and unprofitable.

In order to make any comments at all that seem to have any logic or reason, one has to mention the different commodities in slack cooperage stock, and even refer to the various producing or consuming sections of the country. Generally speaking, there is less large buying and long time contracting in the cooperage business than we have experienced in the past, and this condition is liable to continue throughout the next year because of the many uncertainties that face us in the industrial world. Aside from this, some of the largest consumers of the stock, such as the sugar people, are making their own cooperage material. This custom has gradually become more popular during the past few years. In some instances the sugar people have a surplus of stock that they sell. This condition certainly has affected the general consumption of cooperage material.

On the other hand there are probably more apple and truck barrels used, when there is a good crop, than ever before in the history of the country. We believe, also, that there is a material increase in the number of slack barrels used for general purposes, these packages being produced by the shops that make miscellaneous barrels for selling. A great many of such cooperage shops have been constructed to make machine barrels in very large quantities, and with the intention of taking care of trade for several miles around.

A number of large concerns in the barrel business have increased their activities and are taking contracts, at various points throughout the country, where they make barrels for manufactured products that were formerly made up on the ground by the produce manufacturer himself. This has been particularly true in the glass, lime and chemical trades. Thus these cooperage concerns are buyers of such materials as they do not make, for shipment to their various shops. In itself this does not decrease the consumption of stock, but simply changes the channels through which it is purchased.

In the South the majority of pine heading mills are shut down. The operations are very limited awaiting better prices. In the West, North and Southeast gum and hardwood heading is manufactured by comparatively few and perhaps only fifty per cent. of the plants are in operation on account of the unfavorable business outlook. A good demand for heading would stimulate production and, at least temporarily, advance prices.

Such trades as flour and lime are using but little stock. The same can be said of the cement business because there is comparatively no exporting. The truck and fruit business is always an uncertainty and the manufacturer can not depend upon trade in that direction except as shipping instructions are actually placed and stock accepted on contracts. In the event of freeze, such as was experienced in Virginia this year, contracts and orders are cancelled and there is absolutely no business.

We believe that, generally speaking, industrial conditions will improve and the cooperage men will be sure to get their share of the benefits. The present dull trade and limited demand can not continue, although there may not be a marked improvement until the first of next year.

Yours very truly,
W. C. HARTMAN, President
NATIONAL MANUFACTURING CO.

RIGHT QUALITY AND RIGHT PRICES THE REAL SALVATION OF WOODEN BARREL TRADE, SAYS J. R. MELCHER

NEW YORK, September 19, 1922.

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No amount of talk of advertising has any effect unless consumers are getting right quality at right prices.

Very truly yours,
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J. R. MELCHER, Pres.

STABILIZED STOCK PRICE MARKET WOULD INSURE STEADY BARREL TRADE, SAYS B. E. JACOBS

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The competition with substitute containers has kept the price of barrels down.

The great need of the cooperage business today is the steadying of stock prices so that the buyers of barrels will have enough confidence in the barrel market to place their orders for six months at a time, and to know the price will be in line at the end of the six months.

Hoping to see you at the semi-annual convention in Chicago in November, we are

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K. W. JACONS COOPERAGE CO.,
per B. E. JACOBS.

STAVE DEMAND STEADY AT REASONABLE PRICES, SAYS A. G. HERGET

PARAGOULD, ARK., September 20, 1922.

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Another week will see us shut down, due to scarcity of labor as well as cars, being dependent on 'Frisco for cars, and they do not appear to have scarcely any.

Yours very truly,
HERGET-STAUDT MFG. CO.,
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MORRIS WALSH SONS,
THOS. A. WALSH, Pres.

WITH PRODUCTION AND CONSUMPTION ABOUT BALANCED, MORE PROFITABLE BUSINESS CAN BE LOOKED FOR, SAYS JAMES INNES

CHATHAM, ONT., September 23, 1922.

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There has been somewhat more activity prevailing during the last month, in the movement of stock, and prospects are that this will continue and increase during October. Apple barrel stock is moving more slowly than the crop warrants but all coopers look for a rushing business this month. Sugar, flour and salt barrels are consuming a lot of stock held in the consumers' hands, and manufacturers are being called on for replacement, at the same time new orders are coming in more freely.

Stocks at the mills are light, a great many of the mills being closed down for some time. This condition will have a tendency to make prices firmer.

There is some export trade in slack barrel stock and shooks developing, but this business is still far from normal and is not likely to attain any large dimensions until the present unrest and disparity in exchange in Europe have been overcome.

The outlook for the domestic trade is brighter than it has been for some months, and all that is required now is a restoration of confidence in the buyers to put the cooperage business back to where it was two years ago, in consumption, but not in fancy prices for stock.

Tight barrel stock is in much better demand, production is light, and some lines are cleaned entirely out, so that prices are more stable, and a good future business is somewhat assured.

The diversion of logs formerly put into cooperage stock, to other purposes, is going to continue, and consequently there is not likely to be an over-production of stock for a long time to come.

With production and consumption about balanced, we look for more profitable business for the manufacturer than we have had for some time.

Yours very truly,
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J. J. INNES.

SEPTEMBER WILL PROVE BEST BUSINESS MONTH SO FAR OF 1922, SAYS C. M. VAN AKEN

NEW YORK, September 26, 1922.

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After a period when buyers have been indifferent, to have them cause one to be busy by asking that shipments be hurried is decidedly refreshing. Not all the buyers have been asking quick shipments—this hurry business has been confined to the apple barrel stock buyers. Early fruits brought such low prices that farmers hesitated to put in barrels for their late fruit. Now the apples are being picked and farmers are wanting barrels in a hurry. Two or three thousand barrels in the warehouse of a cooper seems like a tremendous quantity, but when the farmers begin to take them a hundred or so at a time, a pile of a few thousand barrels will melt like a cake of ice in a July sun. It is generally believed that this rush will be of short duration, but it is keeping everybody connected with the business busy while it lasts.

The cooperage business outside of the material used for fruit is about the same as it has been during the entire year; namely, decidedly "spotty." A few cars are moving all the time and the activity in the fruit end has stimulated prices in all branches of the industry making it look now as though the month of September would be one of the best months that the cooperage business in this locality has seen during the present year.

Yours very truly,
C. M. VAN AKEN COOPERAGE CO.,
C. M. VAN AKEN, Pres.

We insist
on putting a little
more quality into our

STAVES
HOOPS and
HEADING

than standard specifications demand. It is a business practice in which we take great pride.

SLACK
COOPERAGE STOCK

ADEQUATE STOCKS QUICK SHIPMENTS
ATTRACTIVE PRICES

Every department of our organization is handled to the end of pleasing the consumer

INDEPENDENT
COOPERAGE COMPANY
FORT WAYNE :: INDIANA

C

The "TRIANGLE C" stands for

The Cleveland Cooperage Co.

The Cleveland Cooperage Co.

Stands for

1922 Methods in the

Tight Cooperage Business

WE have no quarrel with the buyer who places his business with some other company.

But it's a bad habit to do this without first finding out what we have to offer.

J. C. PENNOYER CO.
8 So. Dearborn St. - CHICAGO, ILL.
Branches:
New York, N. Y. Gassaway, W. Va.
Memphis, Tenn. Winchester, Ky.

TIGHT COOPERAGE STOCK
SLACK COOPERAGE STOCK
ALSO
MACHINERY

COTTONWOOD
STAVES
ARE OUR
SPECIALTY

Bright, clean, dry stock manufactured in strict accordance with the grade rules of the Associated Cooperage industries of America.

Plant and Offices:
MEMPHIS, TENN.

But—we can supply you with all kinds of SLACK

QUALITY
SERVICE
SATISFACTION

Associated Cooperage Industries

Let us submit our prices

STAVES
HOOPS
HEADING

The W. M. Davis Stave Company

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

Symposium

WITH INDUSTRIAL CONDITIONS IMPROVED THE COOPERAGE INDUSTRY WILL GET ITS SHARE OF THE BENEFITS, SAYS WALTER C. HARTMAN

DETROIT, MICH., September 19, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

For twenty-five years we have been in the cooperage business and we do not remember a time when it was so hard to prognosticate the future as right now. One could write at great length in a most optimistic tone, showing how business was going to be both prosperous and profitable, or assume the attitude of a pessimist, and just as conclusively show how trade was going to be very poor and unprofitable.

In order to make any comments at all that seem to have any logic or reason, one has to mention the different commodities in slack cooperage stock, and even refer to the various producing or consuming sections of the country. Generally speaking, there is less large buying and long time contracting in the cooperage business than we have experienced in the past, and this condition is liable to continue throughout the next year because of the many uncertainties that face us in the industrial world. Aside from this, some of the largest consumers of the stock, such as the sugar people, are making their own cooperage material. This custom has gradually become more popular during the past few years. In some instances the sugar people have a surplus of stock that they sell. This condition certainly has affected the general consumption of cooperage material.

On the other hand there are probably more apple and truck barrels used, when there is a good crop, than ever before in the history of the country. We believe, also, that there is a material increase in the number of slack barrels used for general purposes, these packages being produced by the shops that make miscellaneous barrels for selling. A great many of such cooperage shops have been constructed to make machine barrels in very large quantities, and with the intention of taking care of trade for several miles around.

A number of large concerns in the barrel business have increased their activities and are taking contracts, at various points throughout the country, where they make barrels for manufactured products that were formerly made up on the ground by the produce manufacturer himself. This has been particularly true in the glass, lime and chemical trades. Thus these cooperage concerns are buyers of such materials as they do not make, for shipment to their various shops. In itself this does not decrease the consumption of stock, but simply changes the channels through which it is purchased.

In the South the majority of pine heading mills are shut down. The operations are very limited awaiting better prices. In the West, North and Southeast gum and hardwood heading is manufactured by comparatively few and perhaps only fifty per cent. of the plants are in operation on account of the unfavorable business outlook. A good demand for heading would stimulate production and, at least temporarily, advance prices.

Such trades as flour and lime are using but little stock. The same can be said of the cement business because there is comparatively no exporting. The truck and fruit business is always an uncertainty and the manufacturer can not depend upon trade in that direction except as shipping instructions are actually placed and stock accepted on contracts. In the event of freeze, such as was experienced in Virginia this year, contracts and orders are cancelled and there is absolutely no business.

We believe that, generally speaking, industrial conditions will improve and the cooperage men will be sure to get their share of the benefits. The present dull trade and limited demand can not continue, although there may not be a marked improvement until the first of next year.

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SYMPOSIUM—Continued

COOPERAGE INDUSTRY WILL BENEFIT AS GREAT PREDICTED WAVE OF BUSINESS PROSPERITY ENVELOPES THE COUNTRY, SAYS S. H. INGERSOLL, OF C. E. MURRAY COMPANY

DECHERD, TENN., September 26, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

We are looking forward with a little more interest than usual to THE JOURNAL'S Annual Symposium Number of October 1st, and while we have very little to contribute, will say that the outlook for the cooperage industry has improved wonderfully within the last sixty to ninety days and, according to our views, we are due for a very prosperous fall trade.

The manufacturers have gone through the reconstruction period and have curtailed cost to the very minimum in trying to obtain business and to keep their mills running enough time to hold their organizations together. To do this they have had to sell stock at considerable below cost, but a great many of them figured what their overhead cost would be should they close down their plants and discharge their labor, and also have figured the cost on operating about fifty per cent., and came to the conclusion that they would lose less money operating on a fifty per cent. basis than they would to close down their plants and lose their organization.

However, a great number of the plants in the pine heading belt of Alabama closed down their mills entirely and we believe that the surplus of pine heading has practically been exhausted. We also note that the market on pine heading now prevailing will yield the manufacturer a small profit, but even should the mills operate to full capacity for the balance of the present year they would hardly recuperate their losses for the first nine months of the present year, and we doubt seriously if any manufacturer of pine heading will be able to show any profit at all on his December 31st inventory.

While the present railroad troubles have caused some hardships to some few coopers, and manufacturers who are operating, they being unable to ship out their products, we believe that existing conditions have allowed the coopers over the country to work off their surplus stock; that the demand will be good for the next six months and further, that prices will gradually advance as the great predicted wave of prosperity envelopes the whole country.

We have noted that there has always been a business depression during the enactment of a tariff bill by Congress, but that there is a reaction as soon as Congress has adjusted this important and vital question to the American industries. Now that the present Congress has enacted a protective tariff we look forward to increased business such as has already developed in the steel industry, which is one of the most vital industries in our country.

For several months after the steel mills closed down their plants the cooperage manufacturers continued to operate and store their output in various steel centers over the country, with the expectation that the shut down would be only temporary. This stored output has created a very large surplus of keg heading and staves. During the last few months, however, this surplus has been gradually wiped out so that a great number of the pine heading mills are now manufacturing keg heading for the steel industries, and this fact alone will relieve the situation for the barrel industries.

The greater portion of the pine heading mills are now hooked up for thirty to sixty days' shipment and we find that the steel mills are booking orders for steel hoops for three, four and six months' shipment. This is in itself should be a warning to the coopers that they had better make arrangements for their stock requirements, as the market conditions are based entirely upon supply and demand, and it is our opinion that the man who is long-sighted enough to place his contract now for the next six to twelve months delivery will be the lucky man.

Yours very truly,
C. E. MURRAY.
Per S. W. INGERSOLL.

BUSINESS GOOD—PRICES NOT HIGH, BUT SATISFACTORY

THE DINK-WILKINSON CO., LIBERTY, KY.—Business is good with us. We have orders to keep our mills going the rest of the year. Prices are not high but satisfactory.

IMPROVED BUSINESS CONDITIONS ARGUE WELL FOR THE FUTURE, SAYS C. F. BUCHELE

ST. LOUIS, MO., September 20, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

We are glad to add our "mite" to the expression of others in our line of business. Happily, things are looking much better than they have for some time and we are experiencing a much better demand for our product than has been the case for many months. We also find a disposition on the part of the consumer to anticipate future needs, as they realize that prices on all grades of cooperage stock are still very low, cost of production considered.

Under the circumstances, the consumer knows that he is assuming very little risk in making preparation for the future. The only disturbing element confronting us now is the matter of empty equipment, and shipments would be made considerably faster than we are able to produce the stock were it possible to get the cars. There has been considerable activity during the past two or three weeks, we find, among the apple barrel manufacturers, and this, together with the general interest in other grades and sizes of cooperage stock, has brought about a situation that we think augurs well for the future.

Yours very truly,
GIDEON ANDERSON COMPANY,
per C. F. BUCHELE.

LOOKS TO BOOK SOME EXPORT SHOOK BUSINESS DURING WINTER MONTHS, SAYS J. McN. WRIGHT

JACKSONVILLE, FLA., September 20, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

We regret to advise that business has not been up to normal with us during the past season, which is now drawing to a close.

Our principal product is turpentine barrels, and this crop has not been very large this season. We have had some inquiry recently for export shooks, and we are hoping to secure some business of this kind during the winter months.

Our information is that the syrup crop will not be equal to last year's production, on account of the low price received for cane syrup last season; 35-gallon cypress barrels are used by this trade.

The oil companies here are using second-hand barrels entirely. So far as the wooden barrel in the oil trade is concerned, this trade is using a great many more steel barrels than second-hand wooden packages.

Yours very truly,
WRIGHT BARREL & EXPORT CO., INC.,
J. McN. WRIGHT, Pres.

BUSINESS ATMOSPHERE IS FAST CLEARING AND THERE WILL SOON BE PROSPERITY FOR ALL, SAYS J. V. WALSH

PITTSBURGH, PA., September 16, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

I am pleased to say the present outlook for good business in the early future is very encouraging.

Now that the coal strike is about settled and the railroad strike will soon be past history, with many of the railroads, business atmosphere is fast clearing up and it will not be long until all lines of industry will enjoy its share of prosperity.

Very truly yours,
THE J. V. WALSH CO.,
J. V. WALSH, Prop.

STEADILY INCREASING BUSINESS SHOULD YIELD GREATER PROFITS, SAYS L. C. HOLLINGSHEAD

CHICAGO, September 18, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

For the last year our business has been steadily increasing in volume. This should lead to greater profits and greater business.

The same conditions prevailing in our business, I understand, are in effect with others.

Yours very truly,
J. D. HOLLINGSHEAD CO.,
L. C. HOLLINGSHEAD, Pres.

BUSINESS OUTLOOK BETTER

WETMORE & COMPANY, CAMBRIDGE, MASS.—The outlook for the barrel business is better, so far as new barrels are concerned, but in the second-hand line, although trade in second-hand barrels is livelier than it was, still it is not what it should be as to prices. The low price of new barrels affects the market for second-hand packages.

COOPERAGE MACHINERY BUSINESS IS STEADILY IMPROVING, SAYS W. M. KEIM, SECRETARY OF THE JOHN S. ORAM CO.

CLEVELAND, OHIO, September 18, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

The cooperage machinery business is steadily improving with us and we have operated our plant full time lately, but not with capacity help, although we have been running a full 75 per cent. of what our best times would have called for. We do not know how long we can keep it up, however, as the foreign business has almost gone entirely.

Our machinery items have run along mostly for kegs and individual machines in the regular lines, and we look for steady business, but not in many large individual new outfits. We are at work on one now and have another about landed.

We think the wooden barrel is "coming back" in places where the trade thought they were about "through." With best wishes we remain,

Yours very truly,
THE JOHN S. ORAM CO.,
W. H. KEIM, Sec. and Treas.

SETTLEMENT OF LABOR TROUBLES WILL REVIVE BUSINESS, SAYS W. E. BONESTEEL

CLEVELAND, O., September 18, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Our slack stave knife business for the first six months of 1922 was 50 per cent. more than 1921.

Since July 1st orders in all lines have been dropping off with us. However, for the last ten days orders for veneer knives have improved very much, but the stave knife end is still quiet. We hope with the settlement of labor troubles that business will soon revive. However, it is pretty late to help much this year.

If there are no further labor upsets, we look for a good business next year. Wishing the JOURNAL continued success, we remain,

Yours very truly,
WORDEN TOOL COMPANY,
W. E. BONESTEEL.

COOPERAGE TRADE LACKS STABILITY, SAYS MATT RACKI

KIRBYVILLE, TEXAS, September 21, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Cooperage in this section is at a standstill. Practically no sales being made and what sales are made are at a loss. There is no stability to the business.

At present, prospects for the immediate future are not very bright.

Wishing the JOURNAL continued success, I remain.

Yours very truly,
MATT RACKI.

TURKEY BARREL DEMAND WILL HELP OUT SLACK BARREL MANUFACTURERS

TEXAS BARREL CO., HOUSTON, TEXAS.—Business has only been fair, with spurts above the average which did not last long. The oil barrel demand has not returned as yet. Second-hand cooperage is in fair demand, but prices in every line are not satisfactory. We are engaged in the manufacture of ice cream packing tubs, tub cabinets and pickle and syrup kegs. These packages are made of fir material. We also make new tight barrels as well as slack barrels on a fairly large scale. With the turkey barrel season soon ready to start up, we should be kept fairly busy along these lines.

1922 BUSINESS EXCEPTIONALLY GOOD

C. K. WILLIAMS & CO., DRY COLORS AND FILLERS, EASTON, PA.—We are pleased to say that business has been exceptionally good with us throughout the year 1922, although the first three months were quiet compared to the last of the year. The outlook for the future is bright. Have been somewhat hampered by coal and railroad strikes and look for even better business after these strikes are settled.

FAILURE OF APPLE CROP MEANS CARRYING OVER STOCK TO NEXT YEAR

WOODSTOCK COOPERAGE CO., WOODSTOCK, VA.—We find trade exceedingly slow here now, due to the strike situation. We would be pleased to report things moving but right now we are at a standstill. The fruit crop here is nearly a total failure, and staves on hand will have to be carried over to another apple year.

SYMPOSIUM—Continued

BUSINESS PROSPERITY THAT HAS BEEN JUST AROUND THE CORNER IS NOW OUT IN THE OPEN, SAYS J. A. WARNOCK

JERSEY CITY, N. J., September 23, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

It is a pleasure to say we feel that part of the prosperity that was 'just around the corner' some time since, is now out in the open.

The last few weeks have developed for us more business than in any similar period for nearly two years. Prices of course are far from what they should be, which situation will undoubtedly right itself ere long.

With the new tariff in operation it is quite apparent that the linseed, cottonseed and similar industries —incidentally, cooperage—will benefit considerably.

Rising prices of steel products will naturally hasten the return of the wooden package to its proper and necessary place in public estimation.

Discounting strikes and embargoes, we are optimistically inclined as to the future, and extend our best wishes for the success of THE JOURNAL at all times.

Yours very truly,
J. A. WARNOCK.
J. J. O'CONNOR CO., INC.

BIG DEMAND FOR SECOND-HAND BARRELS

WM. F. TAYLOR BARREL CO., NEWARK, N. J.—There is a big demand for all kinds of second-hand barrels in this vicinity, and the outlook for a good winter is very bright. We are in the market for a car of 17⅛" and 19⅛" pine heading.

EXCESSIVE FREIGHT RATES ARE RETARDING TRADE INFLUENCE

HENRY A. THORNDIKE, NEWPORT, R. I.—Business with me is better than it was last year. Excessive freight charges and unreasonable classifications are, in my opinion, the retarding influences.

BUSINESS HAS IMPROVED 100 PER CENT. SINCE APRIL, 1922, SAYS A. L. WARDWELL

EAST CAMBRIDGE, MASS., September 27, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Business has improved about 100 per cent. with us since April, 1922, and looks good for some time to come.

Oil barrels have advanced about 20 per cent. in the last few weeks; glucose barrels are scarce and high, but the best of all is, about all kinds of barrels are selling at a price. As far as we can see the coopers and second-hand dealers would be better off at a fair profit than always looking for more, or in fact, squeeze out all they can get forcing oil companies and others to use iron drums.

However, this is not a million dollar corporation, so perhaps our opinion won't count, but would like to hear from some other party on this subject.

Yours very truly,
WARDWELL-GOEPPER-McGOLDRICK, INC.,
A. L. WARDWELL, Treasurer.

BUTT FLAG TRADE DEPENDENT ON TIGHT BARREL BUSINESS, SAYS JOHN C. FRANTZ—

SENECA FALLS, N. Y., September 23, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Conditions in the butt flag line are of course directly dependent on the tight barrel and heading business. For the past year and a half the supply has exceeded the demand, with the result that the price has been little, if any, above cost. Such a situation prevails at the present time. How long it will continue I do not know.

Yours very truly,
JOHN C. FRANTZ.

LOOKS FOR IMPROVEMENT

C. D. THORN, MILTON, N. Y.—Trade has been dull so far, as they are using mostly bushel baskets and hampers. We expect business to be better a little later.

BUSINESS IS BOUND TO COME BACK WITH A RUSH, SAYS JOHN G. BRUECKMANN

ST. LOUIS, MO., September 19, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

We have had a very stormy two years, but we are slowly getting back on our feet. Having lost considerable of our resources in the past two years it has handicapped us considerably. Although I have been away from my business for the last two years a great deal, having been in a sanitarium in New Mexico, I am glad to state that I am about well again and back on the job working hard.

Right now business is picking up somewhat. In fact, we have a pretty fair demand for barrels for cider and home-made wine, and, altogether, the outlook, in our estimation, is not gloomy.

It is my impression that business is going to come with a rush as soon as the railroad strike situation is cleared up. It will come surely.

Very truly yours,
BRUECKMANN COOPERAGE COMPANY,
JOHN G. BRUECKMANN, Pres.

ALL KINDS OF SECOND-HAND BARRELS ARE IN INCREASING DEMAND

YOUNG-CURLEY-LARKIN CO., H. G. YOUNG, CAMBRIDGE, MASS.—At the present time we are quite busy. There seems to be an increasing demand for nearly all kinds of second-hand cooperage, and we look for better prices, which are hardly satisfactory at the present time.

UNION COOPERAGE CO., ST. LOUIS, MO.—Business has improved somewhat during the last two months and this improved condition will no doubt continue for several more weeks.

ROACH STAVE COMPANY, TREGO, MD.—Business is improving with us all the time. Right now we have all the orders we can fill for the next two months.

Chicago Reports Cooperage Concerns Are Enjoying Best Business Since Pre-War Days

Cooperage concerns in Chicago, in both the new and second-hand barrel lines, report the best business they have had in many months. The trade boom developed the latter part of August and with the coming of the grape crops it gradually waxed into more pronounced volume and steady run, company officials affirm. Some attribute the better conditions in cooperage lines to the revival of business in general, but a majority say that the strengthening of prices has had a most favorable effect all along the line.

Practically all of the big cooperage concerns in Chicago, both barrel and stock, give out the information that the industry, at least in the city by the lake, is picking up, and that recent developments are indicative that better times are at hand. They say that cooperage is moving in an excellent manner compared with six months ago.

Come-Back of Wooden Barrel in Oil Trade Good Indication of Business Improvement

Within the last few months it has been observed that wooden barrels are getting back into the oil industry and that not a few of the latter companies are giving way to wooden barrels in preference to the metal containers that lunged into prominence a short while ago. This come-back in the oil-carrying trade is looked upon here as a most appreciable sign of gradual improvement.

Settlement of Strikes Has Helped Business

Settlement of the coal strike in Illinois, and adjustment of the nation-wide walkout on the railroads, at least on more than fifty of the carriers, resulted in an opening of business in general and reflected a stimulation throughout the cooperage mart. However, priority shipment of coal and a lingering lack of cars is felt in practically all quarters.

Year's Cooperage Business, as a Whole, Has Been Good, Says J. J. Andre

J. J. Andre, of E. Henning, Inc., reported an exceptionally good movement of their lines in August and September, considering the railroad situation.

"Our business has been very good, taking the year as a whole," Mr. Andre declared. "At the present time we are going along very well. In August and September we enjoyed an unusually brisk movement of our cooperage, and we believe our business is going to continue satisfactory from now on."

Nothing to Stay the Fine Run of Business Prosperity

L. C. Hollingshead, president of the J. D. Hollingshead Co., says: "The cooperage business of the J. D. Hollingshead Company can be said to be getting better right along. This is true throughout all our lines. All through the year we have been busy, and there is nothing in existence at the present time to indicate that there is any change at hand.

"In fact, we are looking ahead to better times. The rail strike had the effect of curbing business in general, as well as the cooperage industry. The coal strike has been another detriment. With the rail strike over, things have become better and it is fairly safe to presume that they will be still better when the car shortage and coal mine differences have been remedied."

Consumers Are Anticipating Their Future Needs for First Time in Sixteen Months

The most cheerful news of all came from A. H. Gepke, sales and traffic manager for the Edwin C. Price Company. He returned to Chicago on September 16th, after spending more than two weeks at points between Chicago and Buffalo.

"I started out on a sort of missionary journey, but I came back home with the finest batch of business that we have had since pre-war time," Mr. Gepke said. "It was simply wonderful. The demand for our white wood was surprisingly strong, better than ever before, and it was a pleasant journey indeed.

"The trip turned out so well that I was given a vacation in Wisconsin in appreciation of the business rolled up in our tights. Although there has been an advance of about 10 per cent. in lard tubs, they have been moving along with excellent speed. Some of the country's biggest packers have been anticipating their needs up to the first of the year for the first time in sixteen months.

"One of the most unusual situations has to do with our pickle kits. Despite the fact that the pickle crops were reduced by a big percentage this year, our kit business has been the greatest in fifteen months. We have been rushed to get out a supply sufficient to meet the demand for our containers."

Working Full Time With Full Force

Sam Rosenbloom, who has a big plant for recoopering tight barrels, with railroad switch at his loading platform, describes business with the word "great."

"We are working a full force every day in the week at full time, and we are still behind on some of our business," he said. "We have been going along very well for some months, but have been getting an unusually heavy run of business in the last few months.

"General business conditions are picking up every week and I attribute my great volume of business to that fact. Even the rail strike and the coal strike failed to hurt us a great deal. We worked every day during the trouble. But things have picked up wonderfully since the railroad strike ended. It is now a question of getting cars."

Are Actually Behind on Orders

At the Acme Barrel Company, A. Uttal joined the others in cheerful expression, asserting that he has had more cooperage business than he has been able to promptly handle, and is behind in orders.

"Since the rail strike has ended, our business has leaped ahead in great fashion," he said. "The strike hit us hard for a time because of inability to get our goods in motion. But now we have so much to do that we are actually behind in our orders.

"The rise in the new stock prices has worked wonders from a business standpoint. Some of the men handling new cooperage tell me that they are four and five weeks behind their deliveries. In the re-cooperage business there is a big scarcity of slacks. Coopers are hard to get. I look for continued improvement in the business and feel that the betterment that has developed since six months ago is marvelous."

Improved Business Will Steadily Increase

Bender Brothers report headway. They have a big recooperage place. Abraham Bender said the latter part of August evinced sudden activity and that this increased as the days passed into September.

"September found us in pretty good shape, and we are working on practically full force basis," he said. "The pickup has been a gradual one and I believe that it will get better right along."

Grape Crop Developed Fine Orders

Grape crops brought excellent orders for the Standard Cooperage and Woodenware Company, specializing in cooperage for home consumption.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry

Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. Doane, Editor-Manager
J. E. MacDonald, Associate Editor

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ADVERTISING

Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

REMITTANCES

Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

ASSOCIATION MEETING

The Associated Cooperage Industries of America will hold its Seventh Semi-Annual Meeting at the Sherman Hotel, Chicago, Illinois, November 9th-10th.

PUBLISHER'S STATEMENT

Statement of the ownership and management of "The National Coopers' Journal," published monthly at Philadelphia, Pa., required by the Act of August 24, 1912, of the new postal regulations, which went into effect Oct. 1, 1912.

Note.—This statement is to be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office.

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(Signed) M. E. DOANE, Manager.

Sworn to and subscribed before me this 28th day of Sept., 1922.
H. DARRAGH MACKENZIE, Notary Public.
(Seal)
(My commission expires April 1, 1923.)

ENTHUSIASM—WHAT IT WOULD MEAN TO THE COOPERAGE INDUSTRY

Enthusiasm is the spark that animates the power of accomplishment!

High-sounding words, those, but with a mundane significance and application that gives them a weight and meaning that we may well observe. Most of us carry the cares and obligations of scraping a modest livelihood from our respective businesses, upon our shoulders like an "old man of the sea," and we resolutely put aside as "unorthodox" the proposition of applying anything other than regular old-fashioned mental processes and "elbow grease" to our jobs; in this we are doing ourselves and our businesses an injustice, and making hard a matter that can be accomplished in a much easier and pleasanter manner. We go about our affairs with a reasonable and conservative amount of pep and energy, soliciting our orders and manufacturing our goods with comparatively unruffled calm and evenness—if the country is in the lap of a business boom, we accept our good fortune without emotion, and if it is in the throes of a depression, we express our dejection in well-modulated and carefully-controlled tones, and look hopefully to a better day to come.

We are "average" insofar as our business mentality is concerned, marked by no special attributes that distinguish us or our industry from the collective mass of the country's commercial body. We are safe and sane, sound, solid and conservative—but we lack enthusiasm!

We have a splendid, substantial industry in which the capital investment runs to the scores of millions; we turn out our goods in a veritable flood; we manufacture a commodity that is indispensable to the commercial activity of the world; our product is utilized in every cranny of the globe where commerce is pursued; we have, indeed, a wonderful, big, fine institution, a trade body that has the latent strength of dammed waters—but we allow our magnificent potentialities to lie unwaked within us.

There is not a man in the trade who does not realize and recognize the fact that, collectively, we are the possessors of a dynamic trade force that, fired by enthusiasm for and in cooperage, would work to the immeasurable betterment of our business. How much easier it is to accomplish a task that is attacked with enthusiasm than if we approach it in a spirit that is actuated by a merely casual interest! How much greater the satisfaction we experience in the enthusiastic performance of our work than in the easy-going, indifferent discharge of it! The difference between success and failure is ofttimes measured by the enthusiasm, or the lack of it, that we inject into our efforts.

To be enthusiastic about any particular thing or activity we must *like* it and, inversely, our *liking* of any particular thing or activity, is the foundation upon which our enthusiasm is built. It is logical to suppose that we *like* the cooperage business, else we would not be in it, or remain in it.

If we *like* it why are we not enthusiastic about it?

If we would exhibit the enthusiasm for our individual business, our association, and our collective good, which *should* energize our industrial body, we would go a long way toward combating conditions that eventuate in cooperage depressions and business slumps.

The impression of optimism, cheerfulness and buoyancy that is conveyed by a business man who is enthusiastic about his line stimulates every one with whom he comes in contact. He is looked upon as a "Go-Getter"—and he is a "Go-Getter" because his enthusiasm makes him so. He is in striking contrast to the man who trudges along his particular avenue of industrial or commercial endeavor with the bored air of one who is performing a distasteful task.

Just as we regard the enthusiastic individual as a vigorous, peppy gentleman, who reacts upon us most favorably as an improver of his every opportunity, so is the regard of the business world accorded to the trade or industry that shows a collective enthusiasm in its products and its prospects. If we, as a trade body, are enthusiastic over cooperage, the consuming world is bound to be moved to sympathetic audience, because enthusiasm is infectious—it pervades and saturates and impregnates, and makes converts of skeptics who scoff at advances made in an unemotional meter.

Metaphorically speaking, the cooperage industry has long been a drowsing giant, reposing, blissfully unheeding, in the midst of a horde of opportunities that have been pleading for recognition, but which, up until the present time, have appealed to a sleep-befogged trade consciousness.

It would be bromidic to say that "The time has come for us to do something." As a matter of fact, the "time to do something" has not lately arrived, it has been with us for years—opportunities for trade advancement have been at our elbows for decades, and others are cropping up every day. The boundaries of the cooperage consuming field have not by any means been defined, nor have the resources of the fields already exploited been, by any means, plumbed.

We have every element that makes for individual and collective success. We have a world-wide industry that manufactures a world-wide necessity. We have brains, capital and energy. We have a cohesive organization that can advance the common good. We can make our industry an anchor thread in the industrial warp of the country's commercial fabric if we will vitalize our trade-body with the pulsing, vibrant, buoyant force of enthusiasm for and in "The Wooden Barrel—the King of Shipping Packages."

Enthusiasm is the spark that animates the power of accomplishment!

TRADE EXTENSION

Trade Extension at its best, real aggressive, constructive, effective, promotion of trade interests, was exemplified in striking manner in the exhibit of slack cooperage that was presented at the recent Eighth National Exposition of the Chemical Industries in the Grand Central Palace, New York, by the Slack Branch of The Associated Cooperage Industries of America.

What trade extension, intelligently planned and vigorously executed, means to an industry is clearly illustrated in the splendid results achieved by the effort above mentioned. At the close of the show, a list of thirty-four firms who requested quotations on slack stock and barrels, was turned in to the association office, each and every one of which firms is a live business prospect for cooperage manufacturers. The exposition ran for one week; the tangible results of the week's work are revealed in the thirty-four business opportunities secured—the intangible benefits that are bound to spring from the interest in cooperage that was stimulated by the display and by the personal activities of Mr. A. C. Hughes, Trade Extension Representative of the Slack Branch of The Associated Cooperage Industries of America, who was in charge of the booth, can not be calculated. Granting that we would be crowding our optimism a trifle to expect that every inquiry will blossom into an order and indefinite repeat business, a reasonable proportion of the leads can be discounted, and there will still be left sufficient in the way of results to make a showing in cooperage promotion that should be highly satisfactory to the sponsors of the trade extension movement.

Probably the most attractive feature of the results of the exhibit is that by far the larger percentage of the business opportunities developed are in industries and fields that are virgin territory for the barrel. Many of the patrons that visited the booth represented lines of manufacture producing commodities for which the barrel would make a suitable container, but which at present are being shipped in other packages; others of them represented industries that at one time used barrels, but through some dissatisfaction or through the persuasion of "substitute" makers have discontinued their use; still others called for information as to the feasibility of using cooperage stock in building containers of the unique design or pattern demanded by the peculiarities of their wares; the fact that there was a cooperage exhibit at the show where expert advice on container problems could be had for the asking, induced many manufacturers and plant managers to make inquiries that finally developed into requests for quotations. Aside from the direct inquiries and opportunities that were uncovered during the week, there was quite a large patronage of the booth that gave the display careful and interested examination, asked for copies of the literature that was provided for distribution, and left expressing the determination to give the matter of using barrels for their various shipping needs unprejudiced consideration.

"Results" is the basis upon which the judgment of the trade will be passed as to the effectiveness of the present trade extension movement. Using the results accrued and accruing, of the initial exhibit conducted under the auspices of the trade extension department of the slack branch of the association, as a criterion by which to gauge the probable reception of its efforts when the managers of the movement make their report to the supporters of it, we are free to predict that "Trade Extension" as an organized effort will receive the hearty endorsement and the active co-operation of the entire personnel of the association.

"PREFERENCE" RATHER THAN "DEMAND" SHOULD BE OBJECT OF COOPERAGE ADVERTISING EFFORTS

The aim and object of commercial advertising is, in the last analysis, the placing of business upon the order books of the advertisers. The methods and modes of effectively appealing to the consuming public through the medium of publicity necessarily vary with the peculiarities of the commodities for which business is solicited and with the fields in which it is sought. Cooperage and camisoles, for instance, are two articles of commerce manufactured for different purposes, sold in different markets, the sales of both of which respond to the stimulus of well-planned, aggressive publicity, but which, obviously, must be treated by different advertising processes.

Broadly speaking, advertising may be divided into two general classes, under one of which practically every commodity in the long list of salable merchandise may be placed. These two classes of advertising are—

That which creates an initial *demand* and establishes a market for a new commodity.

That which creates a *preference* for some particular brand of a commodity, the demand for which already exists.

These two classes cover, in a general way, all advertising activities and every advertising effort of whatever pretension, either by design or accident, falls into one of them. Spectacular "stunt" publicity, novelty or mystery schemes, eye-catching and trick methods, educational and informative campaigns, price-cutting drives or appeals on the basis of quality—each and every one of them are for the purpose of creating either a demand or a preference, and all of them seek the same object, the placing of orders on the books.

Cooperage is a commodity for which a *demand* already exists. It is a commercial container-necessity, the consumption of which increases in direct ratio to the increase in production in the industries whose goods it carries. Its market is established firmly and soundly. Therefore, the problem that confronts the individual producer or handler of cooperage is to create a *preference* for the particular brand or style or quality of cooperage wares that he has for sale. It is not, however, to be assumed that there is no necessity for the creation of an increased or expanded demand for barrels—on the contrary, efforts along this line are a vital need, but the function of broadening the market in which cooperage may be sold is one that can be discharged more effectively by concerted action, such as trade extension movements and co-operative advertising, than by any individual endeavor.

The same advertising methods that can be used in creating an appetite for a new cereal, or in popularizing a certain style or fashion in women's dress, or in securing a rush of customers at a cut-price sale of shoes, would be utterly ineffective in making a market for barrels. The satiation of fickle fancy for novelty, or the necessity of appealing to the consumer's ephemeral tastes by jazz effects in construction or materials are not elements of the cooperage seller's problem. He handles a commodity that is standardized in every item, that is built to certain well-established specifications, that is not subject to frequent changes in design or process of manufacture. He has a product of limited variation and a market of assured stability and wide scope—his burden is to build up a *preference* for his goods over those of his competitors.

Advertising, personal solicitation, and quality of product, are the three great agencies for creating preference for a standardized commodity such as cooperage. As between advertising and personal solicitation, the advantage in effectiveness lies with advertising. It is a rare instance in which the output of a cooperage plant is sold in strictly local territory, the vast majority of operations distributing their products over a country-wide area. There is no cooperage sales organization in the United States that can cover the country and visit all prospective and potential customers with the regularity and frequency necessary to corral all possible business. It is a physical impossibility. On the other hand, the trade paper, carrying the advertising representation of its clientele, makes its appearance month after month, regularly and persistently, regardless of wind, weather or condition of roads, in the offices and on the desks of practically every consumer of cooperage and cooperage stock in the country, repeatedly bringing to their attention and impressing upon them the names and claims or offerings of its advertisers. When a consumer thinks of any commodity, be it cooperage or toothbrushes, there immediately flashes into his mind the name of the firm that he associates most closely with the commodity thought of, and these associations, which it is the prime function of advertising to establish, are the forerunners of orders.

It is quite clear that staves, hoops, heading and barrels, being commodities for which demand already exists, and being practically uniform in design and construction and varying only in the quality of material and workmanship that goes into their manufacture, are bought largely on the basis of *preference* for the goods of one producer over those of another, and it is in the creation of this preference that individual marketers of cooperage will find their greatest selling aid.

THE SECOND-HAND BARREL GROUP IN THE COOPERAGE ASSOCIATION

With the approach of the date set for the Seventh Semi-Annual gathering of The Associated Cooperage Industries of America, speculation and conjecture as to the questions and problems that will engage the attention of the convention are, as is most natural in the premises, becoming quite prevalent throughout the ranks of the organization. There are, admittedly, several issues of major importance that are bidding for the consideration of the coming assembly, among which there is none that should be the subject of freer or fuller discussion than the activities, or what might be termed the non-activities, of the association group embracing the dealers in second-hand cooperage.

This group, the last-formed of the Association, which was inaugurated and launched two years ago with appropriate enthusiasm and with every promise of developing into one of the most active divisions of the organization, has failed to fully justify the expectations of its sponsors. It has decreased and shrunk in size and energy to such an extent as to be on the verge of disappearing, and the comparison that must be drawn between the splendid showing it made at the convention at Atlantic City, in November, 1921, when it had one of the best-attended and most enthusiastic group meetings that was held during that session, and that which it made at the convention at St. Louis, in May, 1922, a short six months afterward, when there was but a corporal's guard present, is extremely and sorely disappointing to those of us who have the welfare and progress of the Association, as it covers and represents the whole industry, at heart.

Who or what is to blame for this regretable lack of interest and the almost negligible Association support on the part of the second-hand dealers we are not prepared to state, but the situation presents this aspect, which is apparent to the least observant of the Association's well-wishers—the disintegration of the second-hand dealers' group looms imminent, and if it is allowed to proceed unchecked, it will eventuate into a reverse and a setback of the Association's progress and development.

There can be no successful denial of the statement that the second-hand barrel trade is an integral part of the cooperage industry, nor that it is an indispensable adjunct to the marketing machinery of the "new" business. The activities of the second-hand dealers in buying and selling used barrels assures the barrel consumer of salvage or ready market, as the case may be, and furnishes the manufacturer of new cooperage with the most persuasive and potent argument that he can possibly wield in his selling talks. The second-hand dealer, the ready market for the concern or individual that has empty barrels to sell, and the source of supply for the concern or individual that finds it practical to use re-coopered containers, is a highly important factor in the cooperage industry; he performs an essential economic service in absorbing the huge volume of used barrels that would otherwise be left upon the hands of the consuming trade, paying therefor a price that represents so much salvage or reduction on the first cost of the packages, and making it possible for the manufacturer to capitalize the resale value of barrels in his selling arguments; his stock of cheap, substantial, used containers operates as a guarantee to the manufacturer of new cooperage of a continued market for his wares. If it were not for the fact that wooden barrels have a recognized and ready market as used containers, and that their resale value represents a goodly percentage of their first cost, selling new cooperage would not be nearly as pleasant a job as it now is.

Numerically the second-hand dealer is strong, and geographically he covers the country. He is strongest, of course, in the cities and the more thickly populated communities, but there is scarcely a section of the country into which barrels go in any considerable quantity that is not served by one or more dealers who make frequent buying trips throughout the trade. Being unquestionably the important factor that he is in the cooperage industry, the second-hand dealer's group deserves and demands the attention of the Association. The causes of the collapse in its enthusiasm and the defection in its membership should be investigated and measures taken to re-stimulate and revive it as an Association body. It should be accorded the same recognition that other groups enjoy in Association activities, and it should receive the sympathetic support and co-operation of the Association heads, for, regardless of personnel, business ethics or reputation, all groups in the Association, as a matter of fact all individuals, either in or out of the organization, who have business connections with the cooperage industry, are partners in a common interest—the wooden barrel—to the promotion of which interest all minor or personal considerations should be subverted.

HOOPS AND STAVES AMONG FOREST PRODUCTS ON FREE LIST

The United States Senate has placed logs of fir, spruce, cedar and Western hemlock on the free list, this being done at the instance of Senator Kellogg. The latter also induced the Senate to transfer from the dutiable to the free list, railroad ties, paving blocks, and telephone, trolley, electric light and telegraph poles of cedar and other woods, as well as pickets, palings, hoops and staves of all kinds of woods.

OZARK COOPERAGE AND LUMBER COMPANY OCCUPIES NEW OFFICES

The Ozark Cooperage and Lumber Company, St. Louis, who formerly occupied a suite of offices at 722 Chestnut Street, have moved their general headquarters to 3820 Washington Boulevard, from which address the business of the firm will hereafter be administered. They have purchased this building, which has been altered and remodeled, to afford comfortable and commodious accommodations for the various departmental offices of the organization.

WANTS IN COOPERAGE LINES

Roach Stave Co., Trego, Ind., is in the market for a 20" stave saw as well as a 60 H. P. boiler.

Wm. F. Taylor Barrel Co., Adams and Thomas Streets, Newark, N. J., is in the market for one car of 17⅛" and 19⅛" pine heading.

S. Klausner & Sons, 2712-16 East 51st Street, Cleveland, Ohio, is in the market for a complete set of second-hand tight barrel machinery.

Colorado Wood Box Mfg. Co., 1107 Stout Street, Denver, Col., is in the market for new and second-hand tight barrels and kegs for wine, cider and vinegar.

Nepsa Cooperage, Inc., 1625 West 12th Avenue, Denver, Col., is in the market for a barrel turning lathe, 18" single surface planer; pail and butter-tub lathes and a rotary matcher.

Standard Barrel and Bag Co., Mt. Elliott and Dunn Road, Detroit, Mich., is in the market for 3,500 to 5,000 36" jointed gum or fir staves, and 3,500 to 5,000 24" unjointed gum or fir staves. Quotations requested F. O. B. Detroit.

Perth Amboy Barrel Co., 1049-51-53 State Street, Perth Amboy, N. J., is in the market for all kinds of coopers' tools and hardware, as well as new barrels. The company is also in the market for second-hand tight and slack barrel machinery, which must be in good condition.

MEMPHIS NEWSPAPER ADVISES FARMERS TO PACK APPLES IN BARRELS

Under the caption, "Come On, You Apples," *The Memphis Press*, Memphis, Tennessee, in an editorial in a recent issue, advised the farmers and apple growers in the southland to avoid a loss on their apple crops by picking all their fruit, packing it in barrels, and marketing it in their individual local communities. Its suggestions to the farmer to pack his orchard product in barrels and sell it at a fair price, and to the city man to eat more apples and patronize the farmers in the purchase of his supply, is a constructive bit of publicity that is an indirect boost for the barrel, and that should be appreciated and commended by slack cooperage interests. The editorial follows:

Come On, You Apples

"With railway tie-up coinciding with the promise of the country's highest apple crop this fall, here's a word of advice to the back country farmer and another to the city man.

"To THE FARMER: Don't let your apples rot on tree or ground when you hear they are selling for nearly nothing in the city. The 'nearly nothing' kind in the groceries are always nothing but alleged apples—scrawny, bruised, blotched, worm-tunneled. Pick your apples, get barrels, and then put a modest little ad in the best circulated newspaper in the nearby town. Say something like this, with your own trimmings: 'From my orchard to your cellar. Rich, red, juicy apples. My apples are hand picked and will keep.' Quote a fair price that will give you a fair profit. You'll sell your whole crop if you'll keep the ad going awhile.

"To THE CITY MAN: Get your share of this year's big apple crop. Every apple eaten in your house is so much health. Everybody should eat TEN TIMES as many apples as he does. Farmers now advertise occasionally. Watch for an apple farmer's ad and buy health."

THE JOHN SCHROEDER LUMBER CO. FINDS READY MARKET FOR THEIR WOODENWARE PRODUCT

On January 1, 1922, the John Schroeder Lumber Co., of Milwaukee, Wis., took over the plant of the Wisconsin Woodworking Company at Two Rivers, Wis., and since that time has been actively engaged in the manufacture of ice cream tubs, candy pails, butter tubs, pickle kits and other woodenware products. According to report the production of the plant has been oversold to date, the company having found a ready market for their new Schroeder-Perfection products. Plans are being considered for enlarging the plant.

New Orleans Reports Present All Year Round Business is Immeasurably Better Than The Short and Rushed Seasons of the Past

Some of the coopers here say that business is dead. The real truth is that the trade, though very quiet just at present, is, taken the year round, better than it was in that imaginary golden age of a few years ago, but it is more diversified, and instead of being mostly crowded into a short season of a few weeks, is now spread out over the entire year.

In former times the cooper would loaf for nine months, with the blissful certainty that during the sugar grinding season he would be overwhelmed with orders. Now the large volume of business is made up of a score or more of lines, each of which takes small lots of cooperage the year round. The sugar trade, though still considerable, is no longer the one issue, and the grinding season does not cause a ripple in the current of the trade.

Big Sugar Refineries Still Using Barrels

The big refineries still use barrels, and the giant trucks of the Brooklyn Cooperage Co. may be seen on our streets any day, delivering impressive loads of barrels.

Lucas E. Moore Stave Company Forging Ahead

The Lucas E. Moore Stave Co. is forging ahead, with a business that is too well established to heed any of the petty depressions that hurt the little fellows.

Penick & Ford Have Important Barrel Line

Penick and Ford are still making and selling barrels, and do not care who knows it. This is but a side line with them, but it is a very important one.

The Sugar and Syrup Barrel Trade

The mountainous heaps of sugar and syrup barrels that used to crowd our levees for a few weeks every year are no longer there, but you will find sugar and syrup barrels in use throughout the wholesale district, and the presumption is that somebody makes them, even though it is reported that the shops are idle.

Barreled Kraut Preferred to Canned Product

New kraut is now on the market in barrels, and the grocers say that so long as it is obtainable in barrels they have no call for kraut in cans. There is but little kraut put up in this vicinity in any form, the climate not being favorable to that industry, and so most of the kraut barrels on display here bear a Northern label.

Grocers Are Pushing Barreled Pickles

As we do not use many kraut barrels we make it up in vinegar and pickle barrels. Did you suppose that pickles grew only in little glass jars? Well, they usually exist for a time in a free state, and then pass through the barrel stage of evolution before they are metamorphosed into the glass jar product. Sometimes they never develop into packed-in-glass pickles at all. Many of our grocers are pushing the sale of barreled pickles. These are sold by count, and go direct from the barrel to the ultimate customer. These are very popular with the customers who like their pickles plain, and not mixed with peppers and spices.

How New Orleans Grocers Are Handling Butter

If you are used to buying your butter in little cubes, mostly paper, you ought to trade with some of our grocers. Don't have your purchases wrapped up in paper that mixes with the food and contaminates it, and don't have it put in wooden trays that you must pay for at butter prices, but take your own butter dish with you, and have it filled up, direct from the barrel, or tub, so that you will pay for nothing but the butter, and do not have the worry and waste of transferring your food from one wrapper or container to another.

Alcohol Plants to Operate Immediately and at Full Capacity

Mr. L. Pfeifer, resident manager of the U. S. Industrial Alcohol Company, has ordered the three large New Orleans plants of that concern to operate at full capacity immediately, and announces that they will be operated continuously throughout the coming year.

These three plants produce several hundreds of barrels of alcohol a day. They have been employing about 500 men, and the capacity operations, now commenced, increases their payroll by 30 or 40 per cent.

Activity on Part of Cooperage Trade Can Increase Use of Wooden Barrel for Alcohol

The company produces pure and denatured alcohol for commercial, industrial and medical purposes. Some of this output goes into steel drums, and some of it into wooden barrels, and it seems to us that the proportion of barrels used will depend on the amount of energy shown by the cooperage men who go after the business.

Barrels vs. Sacks in the Bottle-Carrying Trade

Speaking of alcohol: We notice from the reports of the officials charged with the enforcement of the Volstead act that a good many eight gallon kegs are now being used by the moonshiners, but even in the moonshine business the coopers have strong competitors in the bag people, as the small boats are now bringing in large quantities of bottled goods in sacks. The sack is a poor container for anything, and is an especially poor package for the transportation of bottles. The bottle-barrel people should meet this competition.

New Orleans Making Systematic Effort to Capture South and Central American Trade

New Orleans people are now making a systematic attempt to capture South and Central American trade for this port.

Mr. Walter F. Callahan, of the Mercantile Corporation, announces that the million dollar steamship, "St. Louis," is now undergoing repairs, and that sometime in January she will sail from this port carrying a complete display of Valley products, and a large party of manufacturers' agents with their sales materials. The ship will stop at all the more important Central and South American ports, to show the natives just what goods are being produced in this country.

Attention—Cooperage Industry—Are You Interested?

One display that this ship *should* carry, but will not, is the following:

A full assortment of finished barrels, halves and kegs, both tight and slack.
A line of knocked down barrels.
A line of chamfered and crozed staves.
Nested barrels.
A full line of stock samples.
A line of coopers' tools.

Calendar Registers Autumn, but Thermometer Registers Midsummer

Agreeable to an old custom here the Mayor of the city has issued a proclamation, announcing that the heated term is over, and requesting that all good citizens show their appreciation of the cooler weather by discarding their straw hats on September 20th. That date has passed and the refreshing coolness of Autumn is officially here, though this does not alter the high standing of the thermometer, or the midsummer dullness that still clings around some of the coopershops.

No Worth-While Barrels Escape Second-Hand Dealers

A stranger on Chartres Street last week might have inferred that the cooperage business was indeed in a bad way, for in front of one store there hung a sign, "Barrels Given Away."

This sign was displayed for several days before the barrels so offered found any takers. The barrels in question, perhaps a score in number, had been used so often that they were fit for nothing but fuel, and we did not need any fuel at that time. We need ice. You may be sure that if the barrels had been good packages, or fit to be repaired, they would have brought a fair price, and that the second-hand shops would have sent for them at once. It is also probable that Burbank's big motor truck would have beaten competitors to it, though some of the other second-hand dealers show considerable speed.

BIGGS STAVE MILL STARTS OPERATIONS

The Biggs Stave Mill Company, Mt. Ida, Ark., has started operations. The company has contracted for a large supply of timber and will undoubtedly move right along now in their manufacturing activities.

NEW STAVE PLANT FOR MARSHALL, ARK.

Plans have been completed by the Export Cooperage Co., Leslie, Ark., for building a new stave plant at Marshall, Ark. The Export Cooperage Co. already have a number of stave plants throughout Arkansas.

The Ragland Cooperage Co., Ragland, Ala., has retired from the cooperage business.

BY-PRODUCTS OUTPUT OF CITRUS GROWERS SHOULD MEAN BIG INCREASE IN BARREL CONSUMPTION

To offset the serious losses in the citrus fruit industry occurring through bruised, undersized or oversized oranges, grapefruit and lemons usually allowed to go to waste, the Bureau of Chemistry of the United States Department of Agriculture has investigated methods for getting by-products that will return a profit to the grower. Some of these products require a preliminary expense for equipment, but it has been demonstrated that the investment can soon be made profitable.

Grapefruit juice, which is increasing in popularity, can be easily made if directions for pressing, straining, pasteurizing, clarifying, sweetening and bottling the juice are carefully followed. These directions may be obtained from the department. A blend of grapefruit juice with loganberry juice has been found popular. Orange vinegar is a satisfactory substitute for apple vinegar and should be made in districts where many cull oranges would otherwise be a total loss. Citric acid is a valuable commercial article which can be made from cull lemons or limes, if proper apparatus is installed.

Other by-products from citrus fruits often wasted include candied citrus peel, for use as a confection or by bakers, in place of citron, marmalades, jellies, butters and pectin.

The proposed by-products output of citrus growers should mean a big increase in barrel consumption.

EXPERIMENTAL COOLING PLANT BUILT BY GRAPE GROWERS

A pre-cooling plant for fruits and vegetables, designed by experts of the United States Department of Agriculture, that does not require the use of expensive refrigerating machinery, has been built by the grape growers at Dinuba, Calif. It is intended to meet the needs of localities where the shipping period extends over only a few weeks and where mechanical refrigeration would not find other profitable uses. In this plant air is forced through hoppers containing a mixture of ice and salt into rooms holding the fruit or vegetables. It has been possible to reduce the temperature of the cooling rooms from 12° to 15° below freezing. As the work done depends upon melting ice, the cost of the ice at the plant is the important factor in the cost of pre-cooling by this process.

While in the insulated rooms the fruit and vegetables are brought down to the temperature at which they are to be maintained in the car on the way to market. The cars are cooled with ice, and this pre-cooling takes much of the load of temperature reduction off the ice in the car and leaves it for use in maintaining the low temperature.

The department is getting cost figures on this method of cooling. Shipments from Dinuba are being followed to New York, and the behavior of and prices received for the fruit and vegetables handled in this way will be compared with those received for products handled in other ways.

GREAT STRIDES MADE IN FISH MARKETING

Modern merchandising methods introduced during the last year into the fishing industry have enabled it to take its place side by side with the packing trade, according to reports submitted to the annual sessions of the United States Fisheries Association, at Atlantic City, September 21st.

According to reports it is now possible for the citizen in Denver to enjoy fresh fish taken off Boston or other coast fisheries just as the man living close to the producing waters does, through the use of new methods of handling the product. Strides made in the last year bring the fish right to the stove ready to drop in the pan.

The fresh fish is first cleaned, being made boneless, as the bones are the first part of the fish to go bad. The product then is wrapped in a new parchment, a pound to the package, after it has been dipped in a brine solution. Each thirty packages are placed in a shipping refrigerator and the parchment, acting like the rind to the bacon, keeps the product fresh for from ten days to two weeks.

Interesting among the statements of the day was that the business depression had not hurt the lobster market. The consumption of the broilers was just as large during the period when money was supposed to be tight as before, it was asserted.

As a means of strengthening their association, a movement was started to bring the oyster growers and other shellfish organizations into the body, combining in one great sea-food association. The United States Fisheries Association presents a good line of trade that the cooperage industry should keep after.

CROZED STAVES

For One Hundred Per Cent Barrel Efficiency.

CROZED STAVES are Cut, Crozed, Chamfered and Equalized in one operation, on the No. 4 Special Greenwood Cutter, manufactured by the Rochester Barrel Machine Works, of Rochester, New York, equipped with our patented knives. :: :: :: :: ::

All responsible cut stave manufacturers are invited to use our process. :: :: ::

Crozed Stave Corporation

GRAND RAPIDS - - - - - MICHIGAN

"Makers of Universal Staves"

The better knowledge you have of the quality in our

STAVES HOOPS AND HEADING

the more clearly you realize why it is that our business is constantly increasing in volume : :

"Quality Plus"

SLACK COOPERAGE STOCK

RIGHT PRICES

Every item of manufacture and delivery—material, mills, men, shipping facilities, etc., handled to the end of pleasing YOU

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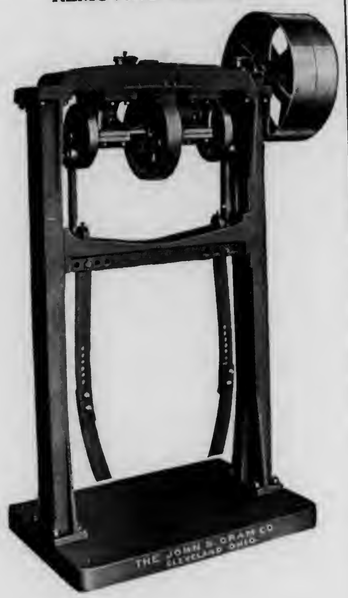
IF IT IS ORAM'S IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

AND FOR MAKING FIT FOR THE USERS

"THE OLD RELIABLE" WOOD BARRELS

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE



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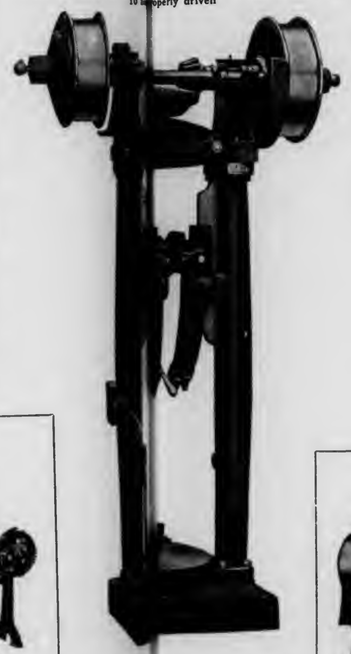

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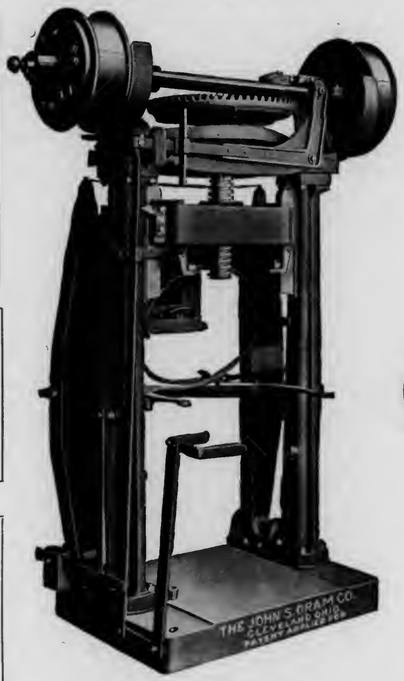
BARREL LATHE

NEW "ECONOMY" (PATENTED) HEADING-UP MACHINE



105 PAGE CATALOGUE
No. 22—New Issue

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Louisville Reports Cooperage Plants Running Full. Mexico's New Distilleries Should Create Market for American Spirit Barrels and Shooks

Louisville cooperage interests have had about all the business they could handle for the past thirty days and report that demand is so keen for barrels and kegs of all kinds that plants are behind on deliveries, although operating at full capacity and running late in the evenings. Demand for tight packages, including pickle, vinegar, apple cider, chemical, cottonseed oil, wine and general food products is general. Demand for barrels for lubricating oils and petroleum products, is, however, not so satisfactory. Paint and varnish lines continue active, while the call from the syrup trade for packages is most gratifying.

Export Trade Is Active

Export demand is quite active, there being a demand for Argentine wine shooks, Chinese oil shooks, shooks for various gums, Cuban rums, etc. There is also a very promising cooperage prospect developing in Mexico, where it is reported that one big distilling plant is already under course of construction and others are proposed. The distilling plant now building plans to make one of the native drinks, "tehilla," from loco weeds, as well as corn whisky. This should open a market for spirit barrels and shooks.

Apropos the Apple Trade

The slack barrel trade is in a somewhat better condition than when last reported, as the produce people are now buying a good many barrels. Apples are being shipped in bulk car lots and the fruit is being barreled at cold storage points for winter and spring consumption. Apples are plentiful, but prices are so low that growers are not buying many barrels or packing many apples. It is predicted that some day the apple growers will awake and will pack and store their own apples in order to get the good prices that prevail every spring, instead of leaving it to the produce people to make all the profits.

Generally speaking all tight cooperage stock is scarce, with prices at mills advancing. According to report, shortage of cars to move logs to mills, shortage of cars to move finished products to barrel plants, and some shortage of labor at mill points, is making for small production, as compared with what the existing demand calls for. It is also reported that some mills are quoting $2.25a2.50 at mill for jointed wine shooks per barrel.

The Tight Stock and Barrel Price Market

It is further reported that mills are now quoting white oak oil staves at $62.50 at mill, and red oak staves at $52. Spirit staves are hardly to be had but are quoted at $110, while gum is quoted at $27.50. White oak circled heading has advanced to 55 cents a set; red oak, 45c.; gum, 27c; spirit, $1.15.

White oak oil barrels are now $2.40; red or mixed oak, $2.25; spirit, $5; gum, $2.25; white oak half barrels, $2.25; red, $2.10. Kegs, 5-gallon, white oak, $1.20; 10-gallon, $1.40; 15-gallon, $1.50; 20-gallon, $1.65; 25-gallon, $1.75; 28-gallon, $1.85. Red and mixed oak kegs are ten cents each under white.

The Slack Barrel and Stock Price Market

Slack barrel prices are unchanged from last month, with stocks remaining the same. Flour, salt and similar barrels are 65a70c; sugar, 80a90c; two-head potato and produce, from 45a60c; one-head produce, 38c and up; No. 2 stock, sugar-sized, produce, 60a65c.

Slack staves are quoted, 30-inch, No. 1, $11 to $13; No. 2, $7 to $9; mill run, $10 to $12; 28½-inch, mill run, $9 to $11; heading, 17⅛-inch, No. 1, 12 to 14c; No. 2, 9 to 11c. Heading, 19⅛-inch, No. 1, 13a15c; No. 2, 9a11c.

Rainfall Helps Out Potato Growers

A good drenching rain that was badly needed in the Louisville district arrived on the night of September 20, much to the satisfaction of the potato growers, who have a large acreage planted and are now anticipating a first-class crop. Much of the second crop is barreled and placed in storage for seed use next season. Paul Dysart, Jr., reported the rain as a million dollar affair to the truck gardeners and farmers.

Poultry Barrels in Good Demand

Barrels for poultry and butter shipping are in better demand, it is reported, and will be more active for the next few months.

Freshly Emptied Whisky Barrels Bring Good Price

It is reported that freshly emptied whisky barrels are scarce and are in such demand by certain syrup manufacturers that they are quoted up to as high as $7 and $8 each.

Will Concentrate Bonded Whisky Warehouses

Interest was shown in a recent report from Washington to the effect that the Prohibition division is planning to concentrate all bonded whisky and liquor stocks of the country into some thirty warehouses, or towns, and later reduce this to about fourteen, of which the Louisville Public Warehouse Co., Louisville, will be one unit. It is claimed that there are now about 40,000,000 gallons of liquor in some 300 bonded warehouses and that it will result in a big saving for the Government in employing guards and looking after the stock. It will also have a tendency to bring empty barrels, as whiskey is bottled, into fewer points, and should result in a large supply of empty whisky barrels in the Louisville market.

Good Demand for Tobacco Hogsheads

It is reported that there is a very good and early demand for tobacco hogsheads. There are good crops of tobacco in all sections of the State and, due to dry weather, harvesting was early, which fact will result in early marketing.

The Question of Stock Manufacturing

Louisville companies are operating their barrel and keg plants at full capacity and are running their stave and heading mills as full as labor, rail and other conditions will permit. There is not enough material available on the open market and with prices ruling high it is cheaper to make replacement stock than to try to buy it in the markets.

Local Pick-Ups

The J. D. Hollingshead Co., Louisville division, has been down for several days in most of its departments, due to running out of steel hoops. The delay in getting car lot shipments through from the Pittsburgh district caused their supply on hand to diminish. The company produces steel hoop barrels principally. Mr. Dysart reported very fair demand for chemical, flour and produce barrels, and said they had a number of good orders on hand.

Chess & Wymond Co. has been active in making exhibits this year, having exhibited at a number of conventions. Last February the company had an excellent exhibit at the National Canners' Convention, and has exhibited at several smaller conventions since that time. Recently it displayed barrels for chemicals at the Chemical Exposition in New York, where it showed some fancy packages for Chinese colors, dyes, etc. During the week of September 11th it also had a booth and fine exhibit of packages at the Kentucky State Fair, Louisville.

The rail situation has resulted in delaying the movement of machinery South, with the result that the new barrel and keg plant of the Chess & Wymond Co., at Jackson, Miss., operated by the Louisiana division, is still uncompleted, but the company is making hand-made barrels at that plant and supplying them to the Southern trade, while awaiting arrival and installation of their new mill equipment. The company is operating its finishing plant on staves and heading full time at that point, also its various Southern stave and heading mills, while the Louisville barrel and keg plant is running to capacity.

J. N. White, of the Louisville Cooperage Co., said: "The spring months were slow, and early summer developed but little business. However, demand has finally struck and we are going along at full speed, on the basis of 2,500 packages daily production—1,200 kegs and 1,300 barrels. Our stave and heading plants in Kentucky and the far South are running nearly full time. Short labor conditions are keeping things back.

It is admitted that getting sufficient labor for stave and heading operations just now is not easy. Harvesting is absorbing a large share of it, while in Kentucky, mine operations have been making a heavy draught on the available supply. Shortage of labor, therefore, has been quite noticeable for some weeks past.

F. B. Norman, of the Holly Ridge Lumber Co., Louisville, operating lumber and stave plants in the South, reports very poor car supply at all mill points, this car shortage retarding business greatly. From Louisville north and east traffic has been fairly open, but has been tightening up a little lately.

L. H. Wymond and William Wymond, of the Chess & Wymond interests, returned on September 20th from Canada, where they have been spending a vacation. W. E. Chess, who was with the Wymonds in Canada, has arranged to return to Europe, planning to spend the winter in Italy, probably Monte Carlo. C. M. Pate, vice-president of the company, has recently returned from the Chemical Exposition at New York.

It is reported that some barrel plants at present have about all the business in hand that they will be able to handle before mid or late October, which is a fair indication of the way business has been piling in.

J. S. Thompson, manager of the Louisville division, Southern Hardwood Traffic Association, was in Chicago during the later part of September attending a meeting of the Weighing Committee of the National Industrial Traffic League, which is working for better methods of weighing and checking weights on freight shipments.

NORTHWEST SHOULD DEVELOP DEMAND FOR CIDER AND VINEGAR PACKAGES

Tight barrels and kegs will be in demand throughout the northwest if the advice of the Nebraska State Agricultural College is accepted by the apple growers of that section of the country. In a bulletin recently broadcasted over the central northwestern territory it is urging farmers and orchardists to convert the less desirable grades of apples into cider vinegar, a commodity that is a household necessity and for which there is always a ready market.

The bulletin asserts that "by observing one or two principles and helping natural chemical changes along anyone can successfully make cider vinegar. Alcoholic fermentation is brought about by exposing the sweet cider to the air. The cider should be kept in barrels or kegs in a cool place, preferably 75 degrees. The bung hole should be left open, but can be covered with muslin to keep insects out. From four to five months are required for the fermentation.

The converting of hard cider into vinegar is brought about by a yeast bacteria that is added to the cider. This may be hastened by adding a few small pieces of 'mother of vinegar.' During this period of inoculation the cider should be kept in a cool place, from 60 to 75 degrees, at all times. These processes usually shorten the old time method of making cider by as much as six months."

MEAT PACKERS NOTE IMPROVED CONDITIONS

The meat-packing industry generally shows signs of gradual emergence from adverse conditions prevalent in the early part of 1922 and virtually all of 1921, according to Charles W. Myers, an officer of Morris & Co., Chicago packers. Mr. Myers visited Philadelphia September 22d in the course of a tour of the United States in pursuit of a business survey.

"Big American packers," Mr. Myers said, "depend to a great extent upon their exports. European countries that have stabilized their currency are increasing their purchases of American meat products,but estimates show actual sales of packers' products have made no tangible increase compared with a year ago."

The visible supply of livestock, he said, appears to be about normal, with some sections showing a decreased production in sheep and lambs.

"Exports from the United States to Europe at present are largely of pork products," Mr. Myers asserted. "South American branches of United States packing companies continue to export beef products mainly."

Reports to Morris & Co., he concluded, indicated better business is just ahead and that business men must readjust their plants to meet new conditions.

1922 CRANBERRY CROP IS ESTIMATED AT 525,000 BARRELS

Cranberry picking started this week and will be in full swing by next week. The American Cranberry Exchange recently issued its estimate of the cranberry crop of the country in which the total crop is estimated at 525,000 barrels divided as follows: Cape Cod, 270,000; New Jersey, 210,000; Wisconsin, 45,000. The increase in the crop over the amount of berries shipped last year is 154,000 barrels. It is 31,000 barrels less than 1919, however.

The report shows that Early Blacks in both Cape Cod and New Jersey are of average size and the first shipments will probably average better color than usual.

Additional information on the outlook comes from Price County, Wisconsin, to the effect that the cranberry marshes in that territory are expected to yield an enormous crop of berries this season, the quality of which, it is predicted, will be excellent.

Cooperage Industry Makes Splendid Showing at Exposition of Chemical Industries. Seven Separate Cooperage Exhibits on Display

The Eighth National Exposition of the Chemical Industries, which was held in the Grand Central Palace, New York, from September 11th to 16th, was an exposition in every sense of the word, and an impressive commentary on the scope and extent of the commercial activity of the industry under whose auspices it was held. There is probably no other manufacturing or industrial show held as a permanent yearly institution that attracts the number and wide variety of exhibits that occupy the booths at this annual event.

The 1922 show, which closed a most successful week's run on September 16th, was probably the biggest and best of the eight which have so far been held, and the popular interest that was demonstrated by the crowds that pressed their way into the exposition building on every one of the six days that it was open, most convincingly attested the appeal that this institution exerts on the general public.

Fine Exhibit of Slack Cooperage Branch. A. C. Hughes in charge. Mr. Hughes did not want to take time even to be photographed so busy was he answering inquiries for barrels.

Practically every available inch of space in the huge Grand Central Palace building was utilized for exhibition purposes, and the goods displayed covered a range and diversity of product that defies detailed description. The four floors of the structure, totaling a tremendous area, were covered with booths, and every booth held an exhibit of some commodity, service or process, either directly or indirectly related to the chemical industry. Equipment, raw materials, finished goods, processes, theories—a bewildering profusion of displays and demonstrations that disclosed to the patron the advancement and progress of not only the chemical industry, but of practically every line of manufacture that in any way has a business connection in the chemical field—were to be found on every hand.

Concurrent with the exposition there was a long list of lectures and talks on various subjects pertinent to the chemical industry, discussions and debates on matters of general industrial interest, moving pictures showing the manufacture and processing of numerous articles of commerce, and innumerable other informative features that gave a distinctly educational flavor to the show.

Cooperage Industry Makes Splendid Showing

The spirit of progress and trade advancement that is slowly but surely permeating the cooperage industry was most gratifyingly illustrated by the array of cooperage exhibits that were to be found in the section of the exposition assigned to containers. There were seven separate and distinct displays of cooperage stock and barrels, and the packages on show ran the gamut from a three-quart container designed for parcel post shipment to casks of half-hogshead size. Both tight and slack lines were represented and the impress that was made on the package-using patronage of the show was the subject of enthusiastic comment by the exhibitors who grasped this opportunity to bring their goods to the direct attention of prospective users. The cooperage exhibits, aside from their obvious advertising value, proved to be business-getters of high efficiency, for, besides developing numerous live inquiries and leads in lines that are new fields for the barrel, a considerable volume of business—actual, bona-fide, dollar-corraling orders—was placed with the exhibiting firms as a direct result of their initiative and progressiveness in putting their wares "in the eye" of consumers. A summary of the general sentiment held by the cooperage contingent at the close of the show reveals, on their part, a clear appreciation of the value of the exhibit as a trade expander and business booster, and a determination on the part of the majority to repeat the effort as often as circumstances will allow.

The "Go-Getters"

The firms represented in the exposition were The Lucas E. Moore Stave Company, New Orleans and New York; the Pioneer Cooperage Company, Chicago; Chess & Wymond Company, Louisville; the Cleveland Cooperage Company, Cleveland; the Atlantic Tank and Barrel Company, Hoboken; B. & A. D. Fessenden, Townsend, Mass., and the Slack Cooperage Branch of The Associated Cooperage Industries of America. A brief description of the individual exhibits follows:

Slack Branch of The Associated Cooperage Industries of America

The Association exhibit, which was in charge of Mr. Andrew C. Huges, Trade Extension Representative of the Slack Branch of the Association, had on display a comprehensive line of slack barrels and stock, which embraced suitable packages for all general commercial uses. Attractive literature setting forth the merits and advantages of slack barrels was available for the information of interested inquirers, and Mr. Hughes, who was in constant attendance during the open hours of the show, was quite careful to see that no one who evinced the least sign of interest in the display was allowed to pass the booth without hearing something about the desirability of the wooden barrel as a shipping package. Previous to the opening of the show Mr. Hughes had prepared an informative booklet on the use of slack barrels in the chemical industry in which booklet he set forth in a brief and readily understandable manner some facts pertinent to the construction and use of cooperage and which supplied valuable data to package users. The little book was distributed from the booth and was the subject of considerable commendation, and eulogistic comment from those who read it. Several new and unique fields of slack barrel consumption were uncovered during the course of the week, each one of which promises quantity absorption if their stock and package specifications can be met.

The Impressive Barrel Exhibit of B. & A. D. Fessenden Co. The Company's order book reveals convincing evidence that advertising pays.

B. & A. D. Fessenden Company

The display of this company was a combined exhibit of tight and slack kegs and barrels, and its scope may be judged from the illustration presented with this article. A complete line of barrels, suitable to practically every commercial need was shown in their booth, which was a center of interest throughout the week. Packages of capacities running from one gallon to fifty gallons, in spruce, pine, Douglas fir, chestnut and mixed woods, and depicting in every respect "Fessenden quality" and workmanship, were ranged about the enclosure, while a glance at their prospect memorandums revealed the fact that visitors at the display were responsive to the company's business appeal in substantial measure. Mr. R. S. Fessenden, treasurer of the company, was in charge of the exhibit, assisted by Mr. F. E. Flarity, superintendent of their Hoboken plant, and Mr. C. A. Craig, of Kilburn & Company, Sandusky, Ohio.

Lucas E. Moore Stave Company

The Lucas E. Moore Stave Company's booth, which also housed the displays of The American Stave and Cooperage Company, Chelsea, Mass., and the Irvington Cooperage Company, Irvington, N. J., subsidiary companies, held a line of tight cooperage packages in capacities of from one to fifty gallons, as well as an exhibit of miniature wooden tanks manufactured by the American Stave and Cooperage Company. The kegs and barrels on display reflected the well-established quality standard adhered to by this old reliable company, and the patronage that was attracted to their booth gave evidence of the widespread recognition that they receive wherever cooperage is used. Their industrial moving picture, "Barrel-Making in America," which is regarded as the most complete picturization extant of the process of barrel-making, and which gives a vivid and clear exposition of the different operations "from woods to warehouse," was shown as part of the educational program of the exposition, and the interest that it stirred up may be gauged from the fact that during its projection it was necessary to have the house officers clear the aisles of the picture room and to turn back many patrons who wished to gain admittance to the hall. Such a "hit" was scored on the first showing that popular request forced the running of the film a second time. Mr. A. T. Knox was in charge of the exhibit ably assisted by Mr. S. W. Harris, secretary of The American Stave and Cooperage Company.

The Chess & Wymond Company

The exhibit of the Chess & Wymond Company showed their famous trade-marked "Cheswyco" line of tight cooperage in all sizes. The merits of their products was extolled and expounded by Mr. C. M. Pate, vice-president of the company, who supervised the activities in their booth, aided and abetted by the officers of the Curry-O'Reilly Company, the New York representatives of Chess & Wymond Company, who reported highly satisfactory results from their endeavors to advance the interests of their Louisville connection.

The Atlantic Tank and Barrel Company

Wooden tanks and tight barrels were on display in the booth of the Atlantic Tank and Barrel Company, and the clearly apparent high-grade workmanship that was revealed in the wares on show elicited much favorable comment from the visitors who viewed them. Mr. Gerard Decker, who was in charge of the exhibit, was kept busy explaining the advantages of "Atlantic" tanks and barrels to the constant stream of patrons who stopped to make interested inquiry.

Good Augury for the Trade

Viewed from the angle of industrial progressiveness, the showing made by the cooperage industry at this exposition recently closed, was one to cheer the rank and file of the trade. Seven displays, probably a greater number than has ever before been shown at one time under one roof, is a representation of which we might well be proud. It gives conclusive evidence of the trade's awakening to the necessity of applying up-to-date and aggressive methods to our merchandising, and if the enthusiasm engendered among the cooperage exhibitors by the results achieved at the Eighth National Exposition of the Chemical Industries can be regarded as a genuine sentiment, we have warrant for the belief that the next great national industrial show will find cooperage represented in even better measure.

PRODUCE BARREL FACTORY RUNNING AT FULL CAPACITY

The cooperage factory operated by the Lowery Produce Company, West Baltimore Street, Hagerstown, Md., in connection with its commission business, is running at full capacity of late and turning out 500 barrels per day. In all, about nine men are working. The barrels are shipped to all points of the State, but the majority are purchased by county fruit growers for the packing of apples, etc. Emmert W. Lowery is the general manager.

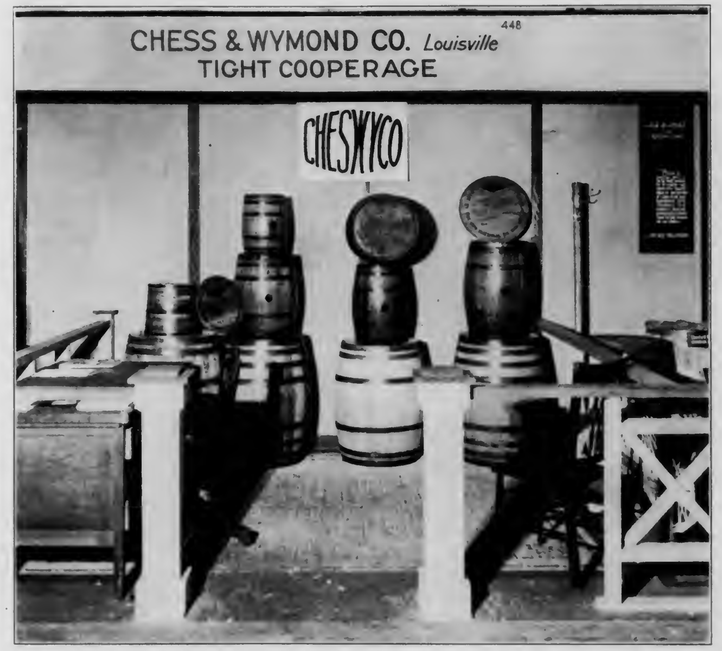
NEW STAVE PLANT MANAGER

E. P. Waldeck, of Savannah, has been appointed as manager of the Dublin, Ga., stave plant of the Southern Cotton Oil Company. The Dublin plant manufactures the staves for the barrels used by the company in shipping its products.

WHAT DOES TRADE EXTENSION MEAN TO YOU, MR. COOPERAGE MAN

We know of no three hours, during our thirty-eight years of exclusive labor in serving and conserving the interests of the wooden barrel, more fraught with satisfaction and encouragement than the three hours spent in listening to the report of A. C. Hughes, Field Representative of the Slack Trade Extension Department of The Associated Cooperage Industries of America, upon the conclusion of the Chemical Exposition, and this, too, after the JOURNAL's own representative had covered the show and had reported the impressive evidence of the attention which the slack barrel exhibit aroused among container-users, and the efficiency with which Mr. Hughes handled every inquiry, direct or indirect—for, let it be recorded that A. C. Hughes is a real wooden barrel booster, to whom a barrel is a barrel, be it slack or tight, and he absolutely cannot, and does not, let a barrel query or a barrel-using proposition get by him until he has adjusted it or lined the prospect up on his needs or requirements.

It is in the broadness of his work, in the wholehearted and unswerving interest and enthusiasm in the wooden barrel, coupled with his practical knowledge of the package, that Mr. Hughes' value as a field representative lies, and it is his efficient way of working that will win for the barrel in the trade extension work now under way.



Attractive Exhibit of Chess & Wymond Co., which company now allows no exhibiting opportunity to pass without taking advantage of it.

Inquiries for Slack Cooperage

The following listed inquiries secured by Mr. Hughes during the Chemical Exposition, September 11th-16th, is but a brief summing up of the work really done by him, but the list will prove conclusively what Personal Representation will do for the wooden barrel.

Remington Salt Co., L. C. Rumsey, Gen. Mgr., Ithaca, New York—17⅛ x 28½ in., four Brainard steel hoops. Carload lots.

American Trona Corporation, A. A. Holmes, Gen. Mgr., 233 Broadway, New York—19⅛ in. x 30 in., 20 in. x 34 in. shook form, four steel hoops. This company operates in Mojave Desert, ship borax. Have been using chemically-treated paper stave barrels. Hot weather conditions reason for shooked barrels. Labor conditions ample to assembling necessities. Carload lots.

The Chemical Utilities Company (dry chemicals), Emil Weil, Purchasing Agent, Cincinnati, Ohio—17⅛ in. x 28½ in., 4 steel hoops.

Litter & Allen, Inc., (Sal Soda), D. H. Litter, Woolworth Bldg., New York, N. Y.—14¼ x 20 in., wood hoops. Carload lots—sample of 250—rush.

Commonwealth Color and Chemical Co., 203-225 Nevins Street, Brooklyn, N. Y., Mr. F. W. Englehart, Mgr.—22 x 34 in., 6 steel hoops. Carload lots (quote on No. 1 and No. 2 stock). Also inquired about tobacco barrels.

Zinsser & Co., H. L. Reed, Supt., Hastings-on-Hudson, New York—10 x 16 in.; 15½ x 18 in. (latter in barrelette); 19⅛ x 30 in.; 12 x 24 in.; 15 x 30 in.; 20 x 32 in., 400 packages per month. Some sizes not standard, but insisted upon.

Aluminum Products Co., J. A. Carpenter, Mgr., 110 State Street, Room 409, Boston, Mass.—100 lb. nail kegs, steel hoops. Carload lots.

Globe Cleansing Products Corp., 262 Carroll Street, Paterson, N. J.—13¾ x 20 in., wood hoops. 100 lots.

McCormick & Co., (spices, etc.), Baltimore, Md.—14⅛ x 20 in.; 16¼ x 24 in., wood hoops. Carload lots. f. o. b. Baltimore.

Lyons Sanitary Urn Co. (packages to contain metal urns), 235 E. 44th Street, New York, N. Y.—16¼ x 24 in.; 17⅛ x 28½ in.; 19⅛ x 30 in., wood hoops. Carload lots.

Stevens Zodiferent Products, Inc. (soap powder), 160 John Street, Brooklyn, N. Y.—13¾ x 20 in. (hurry); 18⅛ x 30 in., wood hoops. Carload lots.

Edward Frowley & Co. (exporters, skins, hides), 74 Gold Street, New York, N. Y.—Barrelettes for North Africa and Mediterranean; 2 wood, 4 wire hoops. Carload lots.

Kroll & Kenkman Co. (baking powder), 330 W. 42d Street, New York, N. Y.—13¾ x 20 in., wood hoops. In 250 lots.

L. Goldsmith & Son, David Goldsmith, Pur. Agt., Newark, N. J.—Planed, tongued and grooved pine staves, 28 in to 45 in long. This company manufactures box trunks and desires standard flour barrel thickness of stave—no bilge. Carload lots.

Stamford Rubber Supply Co. (chemicals), K. A. Gillespie, Supt., Stamford, Conn.—20 x 30 in. gum staves, pine heading, 4 Brainard steel hoops. Carload lots.

Keystone Refractories Co., Inc., (plastics), 120-122 Liberty Street, New York, N. Y.—Barrelettes and 17⅛ x 28½ in. barrels, 4 steel hoops on both kinds; No. 1 gum staves. Carload lots.

W. D. Lockwood Co., (dry colors), H. G. B. Dayrell (executive), 314 W. 14th Street, New York, N. Y.—13¾ x 20 in.; 15½ x 18 in. (barrelettes); 16¼ x 24 in.; 17⅛ x 28½ in.; 19⅛ x 30 in., wood hoops. Split carload lots. (To be extra tight.)

The Calco Chemical Co. (dry chemicals), M. J. Mullen, Pur. Agt., Bound Brook, N. J.—13¾ x 20 in.; 16¼ x 24 in.; 17⅛ x 28½ in.; 19⅛ x 30 in., wood hoops; 22 x 34 in., shooked, steel hoops. Split car lots.

Parson Mfg. Co., (slate flour), B. T. Hutchinson,

Sales Mgr., Pen Argyl, Pa.—17⅛ x 28½ in., 4 Brainard steel hoops. Two carloads daily.

Kranich Chemical Co. (soap powder), 115 9th Street, Brooklyn, N. Y.—13¾ x 20 in.; 15½ x 18 in. (barrelette); 19⅛ x 30 in.; 17⅛ x 28¼ in., wood hoops. In market after Oct. 15th.

Textile Chemical Co. (dyes), Public Street and Allen Avenue, Providence, R. I.—13¾ x 20 in.; 16¼ x 24 in., wood hoops. Less than carload lots.

The Booth Chemical Co. (fine chemicals), Elizabeth, N. J., P. O. Box 203—Quote prices on wood, wire and steel hoops. Less than carload lots.

The Ebeco Chemical Co., (technical and fine chemicals), 15 Park Row, New York, N. Y.—19 x 30 in., wood hoops. Less than carload lots.

Textile Trading Co. (exporter), Thomas F. Berril, Mgr., 34 Pine Street, New York, N. Y.—Tongued and grooved cement barrels; also 17⅛ x 28½ in., size barrels, steel hoops. Carload lots.

Roessler & Hasslacher Chemical Co., F. W. Hoyler, Plant Mgr., Perth Amboy, N. J.—19⅛ x 30 in., steel hoops. Carload lots.

Lavino Refractories Co. (mineral powder), Bullitt Bldg., Philadelphia, Pa.—19⅛ x 30 in., tongued and grooved, 4 steel hoops. Carload lots.

B. K. Williams Co., East Stroudsburg, Pa.—Apple barrels, wood hoops. Carload lots—immediately.

The Fitrol Co. (soda crystals), W. S. Baylis, V. P. and Gen. Mgr., 326 Union Oil Bldg., Los Angeles, Calif. —22 x 34 in., shooked red gum stock, 4 steel hoops. This company uses 165 barrels per day the year round. Carload lots.

Peerless Color Co. (dyes for color), Dr. Carnelison, Pur. Agt., 535 North Avenue, Plainfield, N. J.—14¾ x 20 in; 15½ x 18 in.; 17⅛ x 28½ in., wood hoops; 22 x 34 in. steel hoops. Carload lots and smaller quantities (200 lots).

DeVillers Soap Co. (soap powder), 95 Cliff Street, New York, N. Y.—14¾ x 20 in.; 16¼ x 24 in.; 15½ x 18 in., wood hoops (barrelette). Split carload lots.

The Carter Bell Mfg. Co. (rubber compound), E. E. Lowell, Supt., Milburn, N. J.—19⅛ x 30 in., wood hoops. Carload lots.

Verona Chemical Co. (dye powder), North Newark, N. J.—Barrelettes; must be tight; 2 wood, 4 wire hoops. Quote in 100 lots, also carload lots.

Blue Valley Cheese Co., W. T. Thompson, Pres., Black River Junction, N. Y.—A new cheese barrel. A tapered package with no bilge. Dimensions: Stave 28½ in. long; diameter of head, 22¼ in. on one end; 22½ in. on tapered end; 4 wooden hoops. This company has tried the Veneer drum and found it inadequate. They want a stave package without bilge, because of its added strength over the veneered drum. Use 2500 monthly.

SEPTEMBER APPLE EXPORTS AHEAD OF LAST YEAR

A recent report of the International Apple Shippers' Association shows that 41,647 barrels and 21,640 boxes of apples were exported from the United States and Canada during the week ending September 16, as compared with 31,852 barrels and 1,199 boxes for the same week a year ago. Total exports to date this season amount to 118,525 barrels and 89,220 boxes while last season's exports up to the same date were 35,699 barrels and 8,106 boxes.

Apple shipments from September 9 to 16 were as follows: From Boston to Liverpool, 342 barrels and 2,450 boxes; to Glasgow, 28 barrels; from New York to Liverpool, 3,875 barrels and 11,287 boxes; to London, 335 barrels and 481 boxes; to Glasgow, 4,202 barrels and 2,561 boxes; to other British ports, 1,448 barrels and 3,920 boxes; from Montreal to Liverpool, 315 barrels; to London, 320 barrels and 456 boxes; to Glasgow, 157 barrels; from Philadelphia to Liverpool, 300 boxes; from Halifax to London, 12,481 barrels; to Manchester, 18,144 barrels.

The importance of the United Kingdom as a market for apples exported from the United States is evidenced by the fact that the annual exports to that country during the past ten years have averaged 1,099,412 barrels, or 65.8 per cent. of the total annual apple exports from this country. The apple crop of the United States in 1921 was estimated at 20,098,000 barrels and the total exports during that year amounted to 1,936,224 barrels, of which 1,498,839 barrels were shipped to the United Kingdom. The exports of apples from this country from Jan. 1 to June 30 of this year, amounted to 524,404 barrels, of which 366,471 barrels were marketed in England.

Canada is the chief competitor. The commercial apple crop of Canada in 1921 was 3,771,100 barrels. The exports during the Canadian fiscal year ending March 31, 1922, amounted to 1,845,955 barrels, of which 1,315,938 barrels were shipped to the United Kingdom.

SEVENTH SEMI-ANNUAL CONVENTION

Sherman Hotel, Chicago

November 9th-10th

St. Louis, Mo., September 28, 1922.

To Association Members and the Cooperage Trade generally—

The Seventh Semi-Annual Convention of The Associated Cooperage Industries of America will be held at the Sherman Hotel, Chicago, Ill., November 9th and 10th. (Executive Committee Meeting November 8th.)

Plans are being perfected that will make this Semi-Annual one of the most interesting and successful meetings ever held in the history of the organization.

The industrial disturbances of the past two years have created situations in the Cooperage Industry the like of which have never before been experienced by any of its members. In its endeavor to render every possible assistance towards solving the problems confronting us, the Association is arranging a program which will include subjects of vital interest and importance to the trade.

A complete and interesting report of the work so far done by the Slack Branch along trade promotion lines, as inaugurated last May, will be made at the Semi-Annual.

Other subjects of equally great importance to the entire industry will be brought up and thoroughly discussed—so that those attending the Seventh Semi-Annual Convention will find themselves better equipped to handle their individual problems and meet the new conditions, through the application of knowledge secured at the coming meeting. Those who fail to be present at the Sherman Hotel, November 9th-10th will miss information of importance and value to their own business.

A cordial invitation to attend the Semi-Annual is extended to everyone engaged or interested in the Cooperage Industry.

Yours very truly,

C. G. HIRT, Secretary.

COME ONE COME ALL

SLACK TRADE EXTENSION COMMITTEE ASKS IMPORTANT AND VITAL QUESTION

St. Louis, Mo., September 13, 1922.

To Slack Cooperage Manufacturers:

Should you not be interested in the welfare of the slack cooperage business, then this communication is not meant for YOU. Assuming that you are interested, we wish to place before you a situation which calls for due and careful consideration.

Last May the Trade Extension Committee was authorized to employ a Field Representative and secured the services of Mr. A. C. Hughes to work for YOU. From our Bulletins you will have noted how consistently he has been serving you. He is "pulling" for your business every day. This week he will be directly in touch with the Chemical Industry—through our exhibit at the Chemical Exposition in New York.

While in the East we have sent Mr. Hughes approximately half a dozen requests for investigations of slack cooperage situations. Each one will be properly handled and to YOUR best advantage, because every market saved to the slack cooperage industry is saved for you.

The Trade Extension Department has but one employe; his salary is exceedingly reasonable and his traveling expenses most conservative. The committee serves you gratis. The other expenses of the department, such as printing, postage, clerical work, etc., are held down to the minimum.

In other words, YOUR business is being protected: the protection does not entail a large sum. BUT, your share of it is being paid for by the few members who send us in their checks regularly. This is "YOUR PARTY" as well as the other fellow's: you are not asked to be "real generous and pay more than your share," but don't you feel you should take care of your part? You will admit it is not exactly fair to place the whole burden on a few while others who share equally fail to "come across."

If YOU will do YOUR part, small though it may be, it will help. We are needing additional funds to meet expenses and know if you will give the matter the consideration due it you will contribute to the trade extension work now being carried on. Will you? If you do you will have the satisfaction of helping your own business.

Yours very truly,

W. P. Anderson, Chm.,
T. A. Walsh,
G. E. Wilson,
Slack Trade Extension Committee.

NAVAL STORES IN THE UNITED KINGDOM

Trade Commissioner Alexander V. Dye, London

The imports of both rosin and turpentine into the United Kingdom during the first seven months of 1922 have been more than double what they were in 1921 and somewhat larger than in January-July, 1920, as shown by the following table:

British Imports of Rosin and Turpentine

ROSIN

First seven months of—	Hundredweight	Value
1913	1,038,132	£ 717,841
1920	510,211	1,255,505
1921	302,489	301,625
1922	671,845	451,552

TURPENTINE

First seven months of—		
1913	198,152	264,713
1920	171,485	1,407,692
1921	93,393	372,569
1922	203,270	686,636

The difference between the turpentine situation today and a year ago is more clearly shown by contrasting the actual imports with the London deliveries. During the first six months of 1922 (seven months' delivery figures not being available) deliveries were 45,218 barrels, while the actual imports were 52,219 barrels. For the first six months of last year the deliveries were 58,268 barrels, while the actual imports were only 20,180 barrels. The small importation last year is accounted for by an oversold market, due to the high prices of 1920. In addition to the general depression, importers were burdened with extraordinarily large stocks purchased at a very high price. It was the loss on these stocks which led to such a large number of failures in turpentine concerns in the early part of 1921. Stocks of turpentine on hand on July 29, 1922 totaled 8,582 barrels, of which 7,445 were American and 1,137 were French.

Turpentine a Speculative Article

Turpentine is a very speculative article, and the course of prices fully illustrate this, for on July 29, 1913, the price was 27s 4½d per hundredweight of 112 pounds, 160s in 1920, 80s in 1921, and 93s 3d in 1922.

About a year ago there was considerable talk in Great Britain of the substitution of white spirit for turpentine, with the expectation that prices would be accordingly reduced. However, the substitution seems to have had very little effect on the price of turpentine, as quotations for it on July 31 were: Spot, 93s; August, 92s 6d; September-December, 91s, and January-April, 92s—all per hundredweight.

There is always a considerable importation of French turpentine on this market, but it has never been able to command the price of American, the c. i. f. price for prompt shipment being at present 87s, as against August 92s 6d for American. The best information here is that the market for French turpentine has returned to pre-war channels, i. e., to supply Germany, central Europe and Italy, to which countries it is shipped by rail, in some cases in tank cars.

Overseas Trade in Paint, Varnish and Rosin

The demand for turpentine in Great Britain is governed by about the same factors as in America, viz., the prosperity of, chiefly, the paint and varnish trade and shoe polish manufacture. A considerable proportion of the paint and varnish manufactured in this country is for export. Both these industries show an increased export over the first seven months of last year, as the following statistics show:

British Exports of Paints and Varnish

PAINTERS' COLORS AND MATERIALS

First seven months of—	Quantity Hundredweight	Value
1913	*1,410,665	*£1,920,[illegible]
1920	830,085	3,121,[illegible]
1921	496,464	1,670,[illegible]
1922	708,509	1,686,[illegible]

VARNISH

First seven months of—	Gallons	
1913	(†)	826,[illegible]
1920	1,082,857	414,[illegible]
1921	527,868	388,[illegible]
1922	626,610	[illegible]

* Includes varnish. † Included in "Painters' colors and materials."

Rosin has not maintained as high a price in proportion as has turpentine, although, as already noted, the importation has been practically doubled as compared with last year. Much of the rosin imported into this country goes into the manufacture of household and laundry soap. The next greatest use for rosin is in the paper industry.

Department of Commerce's Plan For Co-operation With Trade Associations Explained. New Proposals in Statistical Bureau Problem

The progress being made by the Department of Commerce in its handling of the problem presented by the statistical activities of trade associations, which activities received something of a jolt in the recent decision of the Supreme Court of the United States in the case brought against the American Hardwood Manufacturers' Association on the "open competition" issue, and the plans proposed by the department in furtherance of its endeavor to bring about the legalized compilation and dissemination of trade information, are ably and aptly treated in an interesting and informative statement issued to the members of his organization by Mr. Wilson Compton, Secretary of the National Lumber Manufacturers' Association. Mr. Compton's deductions and conclusions in the premises are of such broad application to all trade association statistical operations that the salient points in his statement are reproduced herewith. It is substantially as follows:

"On December 19, 1921, it will be recalled, the Supreme Court of the United States sustained the lower federal court in the grant of permanent injunction against the so-called 'open competition' activities of the American Hardwood Manufacturers' Association. This decision was rendered in such language as to cause much confusion among trade associations as to whether the decision went against all exchanges of trade statistics through trade associations.

"The court was divided six to three. From the majority opinion it was not apparent whether the court had ruled on the one question of essential interest to trade associations at large, namely, the legality of the compilation and distribution by associations of current trade information, especially statistics of stocks, shipments, orders, production and sales prices. The dissenting opinions were almost equally confusing. The opinions of competent attorneys were conflicting. Official and unofficial expressions from governmental sources were not in agreement. Some associations because of a sense of insecurity and indecision, suspended or abandoned their statistical activities.

"The Department of Justice was beseiged by trade associations and their officers and legal advisors for a definite statement of the Attorney General's interpretation upon the Supreme Court's decision in the hardwood case. The help of the Secretary of Commerce was likewise solicited by trade organization officials in an effort to learn the government's understanding of the law as applied by the Supreme Court, and its policy with respect to enforcement.

"The Attorney General in public statement and in semi-private conversations repeatedly stated that 'legitimate business need have no fear of government prosecution or other action as a result of national investigation into prices and trade practices;' and 'that the view of the Department of Justice was that it is not unlawful per se for open price associations or similar organizations to gather statistics or other data;' that 'it is only unlawful to collect and compile essential trade and industrial information, when it is used for unlawful purposes.' At about the same time the Attorney General further 'elucidated' the situations by stating, that which trade associations and for that matter all well informed citizens, had known for years, that associations, under the law, 'cannot fix prices; cannot apportion territory for sales purposes; cannot limit production; cannot control competition.'

"With respect to the effort of the Department of Commerce to secure what at that time was frequently referred to in anticipation as a 'charter for trade associations,' the Attorney General, within a month after the hardwood decision stated that 'naturally it is the desire of the Department of Commerce to give to the business public the most accurate information regarding these trade associations that is possible;' * * * 'We want,' he stated, 'to encourage and perpetuate the organization of these associations that are doing a legitimate service for business, but we cannot be accommodating in making concessions to organizations when such concessions weaken or abandon the rule laid down in the recent beneficial opinion' (referring to the Supreme Court decision in the hardwood case).

"Meanwhile the Secretary of Commerce was in virtually constant communication with the Attorney General with view to the issuance of a public statement that might sufficiently clarify the law, as interpreted and as proposed to be applied, by the government, to enable trade associations to resume or continue such activities in current trade statistics as might be helpful to the trade and at least not injurious to the public—and this without embarrassment or fear of unwarranted attack.

"Many association officials and attorneys were of opinion that the Department of Justice could, if it were willing, outline the limits of lawful association activities in definite language which could be universally understood and applied. Such statement, however, had never been issued; and it must, it would seem, be apparent to those, familiar with the law and legal procedure, that no such definite or specific charter or outline of lawful association activities could safely or wisely be published by the Attorney General. Some acts on the part of associations are, of course, illegal in and of themselves. But these are not the activities which were in controversy. The activities in question and concerning which trade associations desired light were those which in and of themselves had not previously been considered unlawful and which have been held unlawful only if abused or used for some unlawful purpose.

"It must be obvious, therefore, that the Attorney General could not reasonably have been expected to issue a statement that would enumerate specific activities which in and of themselves are unlawful and other specific activities which are not unlawful. Upon the test in the courts such a position could not have been successfully maintained and the advice of the Attorney General to just that extent would have been misleading.

"In this understanding the National Lumber Manufacturers' Association in January advised the associations in the lumber industry that, although the Secretary of Commerce and the Attorney General had been seeking a basis for an announcement of governmental policy, and that, although they were in disagreement on some points, a public announcement was to be soon expected; but that such announcement whenever issued could not be expected or relied upon to furnish a general guide to the lawful conduct of trade associations.

"This was the conclusion finally reached in the negotiations between the Department of Commerce and the Department of Justice, although the Attorney General is not competent under the law to advise trade associations; he is under federal statute, the official legal advisor of the cabinet officers. The Secretary of Commerce, therefore, requested the advice of the Attorney General with respect to the legality of trade association activities with which the Department of Commerce itself desired to effect some arrangement for co-operation.

"This resulted in the publication on February 16 of the so-called 'Hoover-Daugherty correspondence.' In this the Attorney General stated, among other things, in response to specific inquiry from the Secretary of Commerce, that in his understanding, the collection by trade associations of trade information including production, wages, consumption, distribution, stocks and prices; or for trade associations to compile and summarize such trade information; or after collection and compilation to submit it to the Secretary of Commerce to be by him distributed to the members of the association and to the public, was not unlawful.

"On the basis of this understanding, a conference between trade association representatives and the Secretary of Commerce was held in Washington on April 12. Several hundred trade associations were represented, including many lumber associations. There and thereafter it became apparent that trade associations generally were not disposed to place the distribution of current trade statistics entirely in the hands of the Department of Commerce. Especially so, in view of the fact that by so doing they would not acquire any immunity from attack by the Department of Justice acting in its lawful discretion. Furthermore, such an arrangement for the distribution of trade statistics would have involved such delays as to make the information of little, if any, value when received.

"A few associations voluntarily accepted this arrangement for co-operation with the Department of Commerce, but the vast majority withheld their participation.

"Subsequently a new plan of co-operation between the Department of Commerce and trade associations was prepared and offered. The new arrangement with the Secretary of Commerce under the plan such as he now proposes, obviously involves the approval on the part of the Department of Commerce of the associations's statistical activities as being consistent with the public welfare; and inasmuch as the Secretary of Commerce acts under the advice of the Attorney General, as being consistent also with the federal laws.

"The basic requirements imposed for this purpose by the Department of Commerce, are:

"First—That the association avoid the disclosure of the identity of the business affairs of any individual competitor, either prices at which he has sold, or his costs, or his production, or his stocks.

"Second—Publicity must be given to the information which is furnished to the association members.

"The details of the agreement which an association may enter into with the Department of Commerce are simply an elaboration of these two requirements sufficient to insure their observance.

"The purpose of the plan as stated by the department is that it 'will insure the prompt distribution of the trade information, which is vital to its value, and at the same time secure the desired publicity,' by insuring its availability to persons not members who are willing to pay a reasonable charge for the information which they receive.

"Such action obviously does not and cannot constitute immunity from attack. No arrangement either with or without the Department of Commerce imposes any restraint upon the lawful exercise of the powers of federal authority in the enforcement of federal laws. It is, however, obvious that the Department of Commerce, acting under the advice of the Attorney General, the chief federal officer of law enforcement would not give its approval, express or implied, to any arrangement or activity by a trade organization which the Attorney General considers to be violative of the law. Moreover, no greater evidence of good faith can be exhibited by a trade association than its observance in good faith of the advice of the Secretary of Commerce, who with respect to the affairs of industry and commerce, is the legally constituted interpreter of the interests of the public.

"Further appeal of such arrangement may, perhaps, lie in the fact that it is wholly voluntary on both sides subject to momentary termination without prejudice to either party; that it leaves the conduct of association statistical activities wholly in the hands of the association itself, and this without interference except such as may be voluntarily self-imposed. It can scarcely be expected that any administrative department of the federal government can go farther in meeting the needs and views and confidence of those trade associations which, in good faith and within the law, desire the prompt service of up-to-date trade information."

GALVANIZED DRUMS OR TANKS CAUSE TURBID TURPENTINE

A circular announcement given out recently to those interested says:

"Iron drums or tanks in which turpentine is to be shipped or stored should not be galvanized on the inside, but should be properly shellacked. Investigations made by Dr. F. P. Veitch, of the Bureau of Chemistry, United States Department of Agriculture, have shown that a persistent white turbidity in turpentine was caused by a finely divided zinc compound held in suspension and a certain quantity of dissolved zinc. Iron oxide is also sometimes found in suspension. Shellacking, instead of galvanizing, will do away with this trouble.

"It might be possible to ship or store freshly distilled turpentine, free from water, in iron or galvanized drums or tanks without producing this objectionable condition, but the presence of the smallest quantity of water will develop acids which partially dissolve and loosen either the iron itself or the zinc with which the iron has been galvanized. Turpentine stored over winter is practically certain to separate some water during the cold weather and any unshellacked metal surface will be attacked.

"Before applying the coat of shellac the containers should first be thoroughly cleaned and dried. Before filling, inspect drums or tanks to see if they are well shellacked. The shellacking should be done according to the directions given in Department Bulletin 898, a copy of which has been sent to each producer and dealer in turpentine. Copies may be obtained without cost by writing to the Department of Agriculture, Washington, D. C."

Why not use wooden barrels?

MOTOR TRUCK MANUFACTURING PLANT RUNNING TO CAPACITY

The Atlanta, Ga., factory branch of the Kleiber Motor Truck Company, San Francisco, Calif., is at capacity production, with orders enough on hand to keep it busy for several months.

Forest Products Laboratory Makes Full Report on Comparative Tests of White Oak and Douglas Fir Barrels

A highly interesting and informative report of tests of white oak and Douglas fir barrels conducted at the Forest Products Laboratory, Madison, Wisconsin, has been released by the Department of Agriculture, in which the comparative merits of containers made of these two woods is discussed and summarized in the light of the results of the experiments. The report gives a detailed account of the various tests to which the barrels were subjected, and illustrates with photographs and diagrams the manner in which they were carried out and the reactions that were obtained in the various processes. For purposes of comparison, the results of the tests on white oak barrels, which were held at the Laboratory some years ago and which were reported in the United States Department of Agriculture Bulletin No. 86, are used in the present report, and conclusions drawn based upon the performance of the two types of packages under similar testing conditions.

The barrels used in the tests are described as follows: The oak barrels were furnished by the St. Louis Cooperage Company, St. Louis, Missouri, and consisted of 48 barrels divided into six groups of eight barrels each; group No. 1, 5/8-inch stock, 6 hoops.; group No. 2, 5/8-inch stock, 8 hoops; group No. 3 3/4-inch stock 6 hoops; group No. 4, 3/4-inch stock, 8 hoops; group No. 5, 7/8-inch stock, 6 hoops; group No. 6, 7/8-inch stock, 8 hoops. The barrels were made from quarter-sawed white oak. The material was practically straight grained and free from defects. The barrels were of excellent workmanship and were well coated with paraffin on the inside. The staves varied in width from about 2 1/2 inches to about 7 inches. The heads were usually composed of four pieces, though two heads each were composed of three pieces. The pieces of the heads were joined together with 7/8-inch hickory dowels. The Douglas fir barrels were furnished by the Western Cooperage Company, of Portland, Oregon, and consisted of thirty-three barrels divided into three groups of eleven barrels each which that company in their forwarding letter, described in the following terms: "The stock in these packages is sawn from No. 1 Douglas fir timber and represents our No. 1 grade 3/4-inch oil staves and our No. 1 grade 20/28-inch heading in 3/4 and 1 1/8-inch thickness. There are to be thirty-three barrels forwarded to Madison, eleven of which will be hooped with six hoops and headed with 3/4-inch head; eleven more hooped with eight hoops and headed with 3/4-inch heads, and the balance to be hooped with eight hoops and headed with 1 1/8-inch heads. All heading used in these packages have glued joints, and the packages were set up from average stock the same as received from our mill, there being no special selecting."

The barrels, in each case, after being filled with water, were subjected to the following tests: Side compression, diagonal compression, internal pressure, side drop, and diagonal drop. Charts were used to plot the progress of each test, and voluminous memoranda notes taken of the various points of strength and weakness developed by the containers while under the different treatments applied. A mass of valuable data was secured which should prove of incalculable value to both manufacturers and consumers in determining the relative value of white oak and Douglas fir as cooperage stock. The following notes are excerpts from the summary as it appears in the report:

Oak Barrels

In each kind of test the first water to appear on the outside of the barrel was usually from the seepage through the pores of the wood at the chime. The first leak usually occurred either between the staves and the head or between the staves at the chime. In all the tests except the internal pressure the first leak was usually coincident with the slipping of the staves.

In the internal-pressure test there were two general classes of failures: (1) By springing and breaking of the head; and (2) by leaking between the staves at the bilge.

In the diagonal-compression test the failure was a general failure of the head combined with the slipping of the staves. In the compression-perpendicular test the failure was a general leaking at the heads and slipping of the staves followed by the breaking of the staves at the bilge.

In the side-drop test the slipping of the staves caused loosening of the hoops and leakage at the heads. This was followed by breaking of the staves at the bilge. In three of the six tests the failure of the barrels was due to the heads being broken or forced out by the pressure produced by the impact.

The lower heads of all barrels tested by dropping on the chime were broken or forced out by the pressure due to the impact.

Douglas Fir Barrels

First leakage in nearly all tests was in one of two ways: (1) water passing completely around the edge of the head and appearing on the outside of the barrel in the angle between the head and the chime or projecting end of the stave, (2) water passing partially around the edge of the head and thence through the pores and appearing as small drops on the edge of the chime. Leakage of the first type is described as "leakage at croze," and the second as "seepage through chime." There were very few instances in which there was leakage between the staves except after the barrel had been quite severely deformed as in the side and diagonal-compression tests. In the diagonal-compression tests leakage due to crushing of the edge of the head occurred at a fairly early stage. As a special test barrel No. 13 (see Figure 13) was so placed that the end grain of the head came at the point of pressure, and, as shown by Figure 13, leakage did not occur until later.

Aside from the first leakage, types of failures differed, of course, with the kind of test.

In side and diagonal-compression later failures were by slipping in stave joints and shear or splitting of staves, combined with opening of the joint between staves and head with splitting of head.

In this test there were numerous instances in which staves split or sheared their entire length. In fact, it seemed to be almost as easy for this to occur as for staves to slip on each other at the joints. This applies also to side and diagonal drop tests.

Final failure in side drop and in diagonal drop tests was the driving out of the head by the shock of the contents.

Final failure in internal pressure tests was by breaking or bursting out of the heads.

Comparison of White Oak and Douglas Fir Barrels

At first leak in side compression, the Douglas fir barrels take only about two-thirds of the load carried by the white oak barrels. The white oak barrels, however, begin leaking at a much smaller deformation than do the Douglas fir, and the product of load and deflection at first leak is in every case of comparison higher for Douglas fir than for white oak. These facts indicate that when subjected to shocks against the bilge, the Douglas fir barrels, although they develop less force before leakage, yield much more (or farther) and can absorb fully as great a shock as the white oak. It should be noted in this connection that a common practice is to store or stow barrels on their sides with the bottom row blocked at the quarters and upper rows laid in the "cantlines," or space between barrels of the row below and with the bilges above the heads of the row next below. It is to be expected that barrels arranged in this manner will sustain considerably larger loads than are found in the side compression test.

At first leak in diagonal compression, Douglas fir barrels take less load than white oak barrels. Here again, however, white oak barrels stand much less deformation than the Douglas fir, with the result that shock-resistance as indicated by product of load by deflection is practically equal for barrels of the two species.

The Douglas fir barrels average about three-fourths as high as the white oak in drop (both side and diagonal) at first leak. Approximately the same ratio applies to drop to produce leakage at the rate of one pound of water per minute.

When subjected to internal water pressure the Douglas fir barrels develop two to three times as great pressure at first leak as do the white oak barrels. The pressure required to produce leakage at the rate of 1 pound of water per minute averages about 30 per cent. higher for Douglas fir than for white oak.

Discussion and Conclusions

The following conclusions apply only to white oak and Douglas fir barrels and in the combinations of number, quality and dimensions of hoops and thicknesses of staves and heads as used in the tests described herein:

1 In the oak barrels, increase in thickness of stave is of much less value than increase in head thickness, and it is to be expected that oak barrels with 5/8-inch staves and 7/8-inch or 1 1/8-inch heads will prove fully as serviceable under many conditions as barrels with 7/8-inch staves and heads.

2. In Douglas fir, barrels with 1 1/8-inch heads and 3/4-inch staves are superior in resistance to internal pressure to barrels with 3/4-inch heads and staves.

3. When there is little change in moisture content, as in these tests, the eight-hoop barrels show but little superiority over six-hoop. When barrels are subjected alternately to moist and dry conditions and the consequent tendencies to swell and shrink, it is to be expected that the advantage of the eight-hoop barrels will be enhanced.

4. When barrels of both species are well and carefully made of properly-selected stock, they compare as follows:

Douglas fir barrels have about two-thirds as great resistance as do white oak barrels to leakage under steady loads as in the bottom of storage piles. However, Douglas fir barrels probably have sufficient resistance to carry safely such loads as are likely to come on them in storage or shipment. The Douglas fir barrels, moreover, possess the ability to be deformed to a greater extent without leakage than the white oak. Resistance to shock is proportional to the product of load and deformation, and the Douglas fir and white oak barrels are practically equal in this product, indicating that when loaded on end in railway cars they may be expected to withstand equal switching shocks without leaking. After leakage has begun the steady force and the shock required to cause increased leakage is greater for white oak than for Douglas fir barrels.

When dropped upon the chime or upon the bilge, the Douglas fir barrels withstand without leakage about 25 per cent. lower drops than white oak, indicating somewhat greater susceptibility to damage from rough handling in rolling or sliding down skids.

The Douglas fir barrels withstand from two to three times as much internal pressure before leaking as do the white oak barrels.

5. The Douglas fir barrels tested were made with 17 gauge by 1 3/4-inch and 18 gauge by 1 1/2-inch hoops in order to have them like the oak barrels tested and to comply with I. C. C. specification No. 10. As Douglas fir is softer and exerts less force in swelling than oak, it is not certain that these sizes are necessary. Further tests would be required to determine the safe and most economical size of hoops for Douglas fir barrels.

In connection with these comparisons of the white oak and Douglas fir barrels it is to be remembered that all barrels tested were of selected stock and well manufactured. The oak staves and heading were white oak which is much more resistant than red oak to penetration by liquids. Because of this quality and because of other properties, such as greater stability of form and shape under changing moisture conditions, and greater resistance to decay, white oak, when clear of sapwood, is recognized as much superior to red oak for barrel manufacture. These points are mentioned to bring out the fact that the barrels tested were such as can be made only through careful attention to selection of timber and to manufacturing details, and that the white oak and Douglas fir barrels tested were of corresponding quality.

The results of these tests lead to the conclusion that with carefully-selected timber and carefully-manufactured barrels, white oak will excel Douglas fir barrels in serviceability under ordinary shipping conditions. However, white oak barrels, if of indifferently selected stock containing sapwood or defects, or if carelessly manufactured, may be expected to be much less serviceable than Douglas fir barrels well made of properly-selected material.

Selection of Timber and Handling of Stock

The selection of timber and handling of stock is carried out with great care by the larger manufacturers of Douglas fir barrels, and it is desired to call attention here to a number of points bearing on the making of barrels of the best quality from the species. These points have been developed from the experience of manufacturers, observation of the barrel tests described herein, mechanical tests of Douglas fir, and field observations of its properties and peculiarities:

1. It is believed by barrel manufacturers that material of suitable character can be secured only from trees grown in the low-lying regions or so-called fog belts.

2. Staves of the Douglas fir barrels tested had an average of about 23 annual growth rings per inch. The minimum number was 7 and the maximum 44. It would probably be well to require that staves should have not less than 8 growth rings per inch.

3. It is recommended that Douglas fir bolts be converted into staves and kiln-dried as soon as cut from the logs, in order to avoid the rather rapid deterioration that may occur through the checking of short bolts in drying.

4. It is of prime importance to have staves as nearly as possible perfectly quarter-sawed or edge-grained. Incipient ring shake or weakness of bond between the annual rings is a type of defect rather frequently found in Douglas fir. Where this occurs in a stave having the annual rings at angle of less than about 60 degrees with its surface, slippage along the rings having such weakness is very likely to happen. It is recommended that in specifications for tight barrels of Douglas fir a limit be set to the deviation from perfect edge grain. The following is suggested as a simple and practical statement of the allowable deviation:

"Staves must be so manufactured that the annual rings at any point do not deviate from a line perpendicular to the face of the stave by more than one-half of the thickness of the stave."

The cutting of staves in this manner has a further advantage, since the shrinkage of quarter-sawn stock averages from one-half to two-thirds as great as that of slash grain material. For this reason barrels made of quarter-sawed staves shrink and swell less with change in atmospheric and moisture conditions and give less trouble with leakage. This is true of all species. The tendency to shrink and swell as well as strength properties are factors to be considered in comparing the suitability of various species for tight cooperage. The shrinkage or swelling of quarter-sawn stock with a given change of moisture content is practically the same for oak and Douglas fir. Consequently, it is to be expected that troubles with shrinkage and swelling will be least for the barrels whose staves are most perfectly quarter-sawed.

NEW TURPENTINE ORGANIZATION

The New Orleans Turpentine and Rosin Company is the latest organization in the field, being a partnership affair between Charles E. Eshe and W. C. Rhodes and backed by Monteros & Co., one of the leading export concerns of the city. The company has its office in room 511 of the Canal-Commercial Building, formerly occupied by the United States Turpentine and Rosin Company. The latter is a Mobile concern that maintained a New Orleans office, which was in charge of Mr. Eshe and Mr. Rhodes. Recently the latter company sold all of its production to a Chicago concern, which necessitated the closing of the New Orleans office and Mr. Rhodes and Mr. Eshe decided to enter the field on their own responsibility with the backing of Monteros & Co.

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

THE BUFFALO COOPERAGE TRADE

The slack cooperage trade shows little change from a month ago. The demands from the apple districts have been disappointing this year, no doubt because of the low prices realized for fruit. The growers have had much to contend with. For one thing, they have found pickers quite scarce. Cars, too, have not been forthcoming promptly. There has been an abundant crop and it has been hard work to market it any great distance from home. It is said that growers are offered only about $2 for their apples, and there is not much encouragement for them to pay 60 cents for barrels.

Fair Export Flour Trade

Conditions remain about the same in the flour barrel trade. Not much domestic business is being done, but some mills report a fair amount of export trade. The cooperage shops cannot rely on the flour mills, however, to keep them busy, and there is not much doing in the salt, lime and cement lines, so the shops continue to run on much reduced time.

The Slack Stock Price Market

The market on slack material is more or less nominal owing to the small demand. Fruit staves have declined 50 cents from a month ago, and heading is easier, but other prices are about the same as before.

Quotations on slack cooperage stock in this market at time of writing (September 20th) are as follows:

No. 1, 30-inch elm staves	$15.50a16.00
No. 2, 30-inch elm staves	10.00a10.50
No. 1, 30-inch gum staves	15.00a15.50
No. 1, 28½-inch elm staves	16.50a17.00
No. 1, 28½-inch gum staves	15.00a15.50
No. 2, 28½-inch gum staves	10.00a10.50
Mill run, 28½-inch gum staves, fruit	10.50a11.00
Six-foot hoops; six-foot-nine hoops	14.50a15.50
No. 1, 19⅛-inch basswood heading	11½a12c
No. 1, 19⅛-inch gum heading	11½a12c
No. 1, 17⅛-inch basswood heading	11a11½c
No. 1, 17⅛-inch gum heading	11a11½c

New Apple Growers' Association

The Canadian apple growers of the Niagara Peninsula have joined in a co-operative organization known as the Niagara Peninsula Growers' Association. The immediate object is to hold the market and keep distribution even and to maintain a high standard by using specific grades. Twelve outside organizations have expressed willingness to allow the association to handle their output on a basis of 10 per cent. of net sales with accounts guaranteed.

The co-operative idea would doubtless be a good one for many western New York growers, and if put into effect generally would win high reputation for the fruit. Some dealers who have been going it alone have brought discredit on western New York apples by lack of proper grading.

Cider Manufacturers Are in a Quandary

Ordinarily the cider mills would be ready to take more than the usual amount of surplus apples, but the cider trade is in such a bad way on account of the prohibition movement that nobody knows whether it is safe to go into it or not. There is a legitimate side of the trade that has to do with the making of preserves and vinegar, and this will call for some activity in the manufacture of tight barrels, but it is doubtful if anybody will take it up very energetically.

A straw that shows which way the wind is blowing this year is this item from a country paper:

"Growers of early fruit in the vicinity of Lockport, particularly apples, are greatly discouraged at their failure to dispose of their crop at remunerative prices. A farmer took a load to a nearby town and, unable to sell, offered to give it away."

Fruit Trade Will Advertise to Arouse British Appetite for More Apples

Britishers eat only about half as many apples as do the people of the United States and Canada, and it is good news to learn that the United Fruit and Potato Trade of the British Isles will spend $500,000 in advertising to create an appetite for apples.

Trade Notes

W. G. Pennypacker, Jr., states that fruit barrel trade will probably be small this year, and he does not look for any brisk demand for stock in this line right away.

The Quaker City Cooperage Co. finds flour barrel demand light and there is not expected to be as much activity in fruit barrels as in some recent years.

The Niagara Cooperage Co., Lockport, reports a little flour and fruit barrel trade, but not enough to keep the shop very busy.

A development in the local milling trade is the lease of the old Banner mill by the J. A. Walter Milling Co., which company will start grinding flour there soon. The mill has been idle for several years. It formerly had a capacity of about 800 barrels daily.

FRUIT GROWERS INSTALL REFORESTATION

The Fruit Growers' Supply Company, of Susanville, Cal., has adopted reforestation methods in relation to the operation of its timber holdings, and it is stated that with their installation the supply of timber in Lassen County will be everlasting. Three to eight seed trees are to be left to each acre of ground and the young timber is to be protected through the destruction of all undergrowth. An expert forester has also been employed to handle the forest holdings of the company.

CIDER BARELS ARE SCARCE

Cider barrels are reported scarce in Nelsonville, Ohio. A record-breaking apple crop is resulting in cider-making in that district. There is a great demand for every sort of a container in which apple juice may be kept. Barrel prices are reported as high as $4 in some places."

BROOKLYN COOPERAGE CO. HAS FIRE IN POPLAR BLUFF PLANT

The saw mill department of the Brooklyn Cooperage Co., Poplar Bluff's (Arkansas) largest woodworking plant, was destroyed by fire recently. The two million dollar plant was saved only by the effectiveness of the sprinkler system and the company's fire-fighting forces and equipment. Eight high pressure streams were played on the blaze. The loss is thought amply covered by insurance, according to W. N. Barron, manager. The mill has another plant that can do the sawing temporarily and will keep the men employed. But for this reserve equipment 200 would have been thrown out of work. Work will begin at once on rebuilding the burned plant.

Fire recently damaged the Oakland Cooperage Co., 78 Ingraham Street, Brooklyn, N. Y., as well as the barrel storage yard of Levy & Company, at 412 Johnson Avenue, which was in close proximity to the Oakland Cooperage Company's facory.

K. W. JACOBS COOPERAGE CO. INCREASES MANUFACTURING FACILITIES

On July 20th last the K. W. Jacobs Cooperage Co., Milwaukee, Wis., acquired the new slack barrel department of the Northwestern Barrel Co., also of Milwaukee. With the new trade thus acquired, which new trade, in addition to their own established business, they have been carrying since July 20th, the Jacobs Company still have a capacity for turning out 25 per cent. more barrels than they are making at the present time. Sending the JOURNAL information of their new acquisition, Burleigh E. Jacobs, Treasurer of the K. W. Jacobs Cooperage Co., says:

"After the breweries stopped shipping beer in slack barrels the new shops of Milwaukee found themselves with nothing to do. First the Jos. Fixter Cooperage Co. went out of business. Then, a year later, we acquired the Wisconsin Barrel and Cooperage Co., and now, with the acquisition of this new slack barrel department of the Northwestern Barrel Co., this leaves our company the one remaining new slack barrel shop in town.

"The new slack barrel business has so fallen off in the last four years that a new business has practically been built up. The Jacobs Company has been in business since 1887 and has seen three generations, and is still controlled by the same family. Thirty-five years and still at the same old stand to welcome our friends and customers."

The Northwestern Barrel Co. will continue in the second-hand slack and tight barrel business.

PROHIBITION IN U. S. HAS AFFECTED FRENCH WINE TRADE, SAYS STAVE IMPORTER

C. Biets, manager of the Veuve Ferdinand Petit Company, Bordeaux, France, has been visiting among the New Orleans stave interests during the past month. His concern is one of the largest importers of staves in France. Mr. Biets stated that prohibition in the United States had severely injured the market for staves for wine barrels, as the French shippers of wine formerly enjoyed one of their best trades from the United States.

NEW STAVE COMPANY ORGANIZED

The Central Stave Company, Jacksonville, Fla., has been granted a charter, the capital stock being placed at $25,000. The officers of the company are H. G. Powell, president; E. T. Clark, vice-president, and A. L. Brogden, secretary and treasurer. The company will conduct a stave export and manufacturing business.

STURTEVANT UNIT DRYERS

Bulletin 299, just issued by B. F. Sturtevant Company, Boston, is on Sturtevant Unit Dryers.

This consists of a motor-driven fan, the air from which passes over heater coils and is then discharged into a cabinet.

Practically any desired temperature and velocity of air can be obtained for the correct drying of a particular material.

These dryers are made in various sizes from the size which may be set on a bench to the size into which may be wheeled a number of trucks holding several trays of the material to be dried.

Where the material is of such a nature that trays are not necessary, suitable methods of suspension are fitted into the cabinet accordingly.

Copy of Bulletin 299, which is replete with illustrations, in connection with its highly interesting and valuable text matter relative to drying, will be sent on request to the company.

SUBJECT TO PRIOR SALE!

A COMPLETE SET OF USED EQUIPMENT FOR

A TIGHT STAVE MILL

The equipment offered is in good condition, having received careful attention since its installation. It will be loaded f. o. b. cars, point in Mississippi, and at the price quoted is a bargain.

Address "TIGHT STAVE MILL," care of The National Coopers' Journal

$925.00
f. o. b. cars, point in Mississippi

1—40 horsepower boiler, open bottom fire box.
1—25 horsepower engine, Atlas, 10x12', Baker valve, double fly wheel, with 2 drive belts.
1—Line shaft with boxing.
6—Steel split pulleys:
1—56x12" 1—30x6"
2—24x10" 1—26x12"
1—12x4"
1—24" Whitney drum saw, 4¾" steel.
1—Bolt equalizer, two 34" saws.
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1—Battle Creek drag saw frame, two saws.
4—Stave trucks.

Machinery for Sale →

Two Complete Tight Barrel Stave Mills
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COOPERAGE MACHINERY FOR SALE

Oram Dreadnaught Stave Planer, 24" circle.
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Trevor Improved Jumbo 60" Heading Saw Machine.
24" Improved Re-steel Gerlach Drum Saw Machine.

Address "BARGAIN,"
Care of THE NATIONAL COOPERS' JOURNAL,
Philadelphia, Pa.

FOR SALE—The following cooperage machinery and shop equipment:
One Naughton-Weimar hoop-driving machine.
One Naughton-Weimar barrel-washing machine.
One vertical steam engine, manufactured by the New York Steam Power Company.
One glue jacket kettle, shafting, pulleys, etc.
Address "EQUIPMENT," care The National Coopers' Journal, Philadelphia, Pa.

FOR SALE—
60" Jumbo Trevor heading saw.
Oram double wheel stave jointer.
Oram heading rounder.
Whitney 20" drum stave saw.
Whitney 24" drum stave saw.
Michels outfit cut hoop machinery.
All machines guaranteed.
WAYNE MACHINERY COMPANY,
Fort Wayne, Indiana.

FOR SALE—One E. & B. Holmes No. 16½" barrel sander, practically new. Also three Holmes wooden hoop stapling machines in good condition. Address INTERNATIONAL COOPERAGE CO., INC., Niagara Falls, N. Y.

MACHINERY FOR SALE

FOR SALE
REBUILT STAVE and HEADING MACHINERY
Two Greenwood Heading Turners.
One Heading Sawing Machine.
One No. 4 Stave Cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

FOR SALE—
200—5' roller bearing dry kiln trucks.
24—6½' roller bearing dry kiln trucks.
Guaranteed—good condition.
WAYNE MACHINERY COMPANY,
Fort Wayne, Indiana.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
E. HENNING, INC., Borland Bldg., Chicago.

PLANT FOR SALE

FOR SALE—SECOND-HAND COOPER SHOP

Cooper shop for preparing second-hand oil and all other tight barrels Plant is located in Chicago and now running and fully equipped with machinery, boilers, motors, washing machines, conveyors and all equipment which makes a modern shop. Buyer can step in and start operating immediately. This is a bargain for a quick buyer. Address "SECOND-HAND," care The National Coopers' Journal, Philadelphia, Pa.

FOR SALE—One complete stave mill, also one Monarch tractor, located at Fordoche, La. Apply POINTE COUPEE STAVE & LUMBER CO., 3134 Chartres St., New Orleans, La.

MACHINERY FOR SALE

FOR SALE—72 x 20 ft. horizontal tubular boiler. A bargain for someone. F. SMITH & SON, Clinton, Iowa.

MACHINERY WANTED

STAVE and HEADING MACHINERY WANTED
1—24" Whitney Stave Saw.
1—20" Whitney Stave Saw.
2 Bolt Equalizers.
1 Straight or Oram Thin Hoop Driver.
1 set Slack Stave Machinery.
1 set Tight Heading Machinery.
Address "MACHINERY," care The National Coopers' Journal, Philadelphia, Pa.

HELP WANTED

WANTED—Foreman for slack barrel cooper shop. Must be familiar with Holmes machinery and understand every position in the shop. Address "SLACK," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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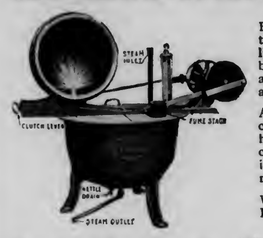

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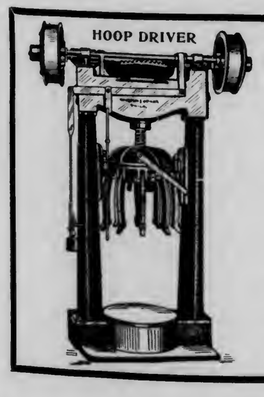
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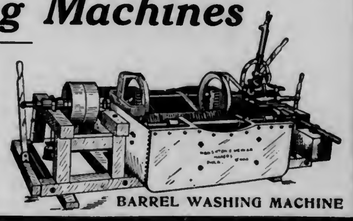
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BARREL ELEVATORS AND CONVEYORS

	Page
Hollingshead Co., J. D., Chicago, Ill.	25
Oram Co., The John S., Cleveland, Ohio	16-17

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y.	6
Hollingshead Co., J. D., Chicago, Ill.	25
Hynson Company, The, St. Louis, Mo.	I. B. C.

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y.	I. B. C.
Marten, Graham & Andresen, San Francisco, Cal.	I. F. C.
Oram Co., The John S., Cleveland, Ohio	16-17
Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover
Weimer Engineering Works, Philadelphia, Pa.	29

COOPERS' FLAG

Colwell Cooperage Co., New York, N. Y.	6
Frantz, J. C., Seneca Falls, N. Y.	27
Henning, Inc., E., Chicago, Ill.	25
Hollingshead Co., J. D., Chicago, Ill.	25
Traver, R. E., Montezuma, N. Y.	27

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y.	6
Hollingshead Co., J. D., Chicago, Ill.	25
Hynson Company, The, St. Louis, Mo.	I. B. C.

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark.	28
Hollingshead Co., J. D., Chicago, Ill.	25
Hynson Company, The, St. Louis, Mo.	I. B. C.

DRAG SAWS, ETC.

Hill-Curtis Co., Kalamazoo, Mich.	I. F. C.
Hollingshead Co., J. D., Chicago, Ill.	25
Pennoyer Co., J. C., Chicago, Ill.	8
Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover

EXPORTERS

Arkadelphia Milling Co., Arkadelphia, Ark.	26
Chickasaw Cooperage Co., Memphis, Tenn.	6
Henning, Inc., E., Chicago, Ill.	5
Hollingshead Co., J. D., Chicago, Ill.	25
Jerry Co., Stephen, Brooklyn, N. Y.	7
Moore Stave Co., Lucas E., New Orleans and New York	6
Pekin Cooperage Co., 25 Broadway, New York, N. Y.	6

HOOP MACHINES

Hynson Company, The, St. Louis, Mo.	I. B. C.
Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover

MACHINE KNIVES AND SAWS

Gerlach Co., The Peter, Cleveland, Ohio	I. F. C.
Hollingshead Co., J. D., Chicago, Ill.	25

NAILS, STAPLES, TACKS, ETC.

Colwell Cooperage Co., New York, N. Y.	6
Hynson Company, The, St. Louis, Mo.	I. B. C.
Stanley Co., The Geo. W., Bellville, Ill.	27

PAIL AND TUB MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio	I. F. C.
Hollingshead Co., J. D., Chicago, Ill.	25

SECOND-HAND BARRELS

	Page
Arenson & Co., H., Pittsburgh, Pa.	27
Bogner Bbl. Manufactory, The Joseph, Buffalo, N. Y.	27
Connolly, Inc., John, Hoboken, N. J.	30
Heidt & Son, C., Jersey City, N. J.	27
O'Connor Co., J. J., Jersey City, N. J.	30
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa.	27
Stone, Jr., & Sons, George W., 1234 7th St., Wash., D. C.	27
Warring, Bruce T., Washington, D. C.	27

STAVE AND HEADING MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio	I. F. C.
Hollingshead Co., J. D., Chicago, Ill.	25
Holmes Machinery Co., E. & B., Buffalo, N. Y.	I. B. C.
Oram Co., The John S., Cleveland, Ohio	16-17
Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover
Trevor Manufacturing Co., Lockport, N. Y.	I. F. C.

SPRAYING MACHINES

Eureka Machine Co., 2605 Vega Ave., Cleveland, Ohio	29
Hollingshead Co., J. D., Chicago, Ill.	25

SLACK BARREL STOCK (Manufacturers or Dealers)

Heaning, Inc., E., Chicago, Ill.	5
Hollingshead Co., J. D., Chicago, Ill.	25
Pennoyer Co., J. C., Chicago, Ill.	8
Pennypacker, Jr., Wm. G., Buffalo, N. Y.	Front Cover
Southern Cooperage Co., New Orleans, La.	28
Struthers-Ziegler Cooperage Co., Detroit, Mich.	3
Van Aken Cooperage Co., C. M., 141 Broadway, New York	4

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y.	6
Connolly, Inc., John, Hoboken, N. J.	30
Heidt & Son, C., Jersey City, N. J.	27
Hollingshead Co., J. D., Chicago, Ill.	25
Illinois Cooperage Mfg. Co., Chicago, Ill.	7
O'Connor Co., Inc., J. J., Jersey City, N. J.	30
Pensacola Cooperage Co., Pensacola, Fla.	27
Skuse's Cooperage, Rochester, N. Y.	7
Walsh Sons, Morris, Pittsburgh, Pa.	5

SLACK COOPERAGE STOCK (Manufacturers and Dealers

Bartlett, O. L., Mound City, Ill.	29
Colwell Cooperage Co., New York, N. Y.	6
Crozed Stave Corporation, The, Grand Rapids, Mich.	15
Davis Co., The W. M., Memphis, Tenn.	8
Fields-Latta Stave Co., Byersburg, Tenn.	5
Gideon-Anderson Co., St. Louis, Mo.	4
Henning, Inc., E., Chicago, Ill.	5
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo.	18
Hollingshead Co., J. D., Chicago, Ill.	25
Independent Cooperage Co., Fort Wayne, Ind.	8
Jerry & Co., Stephen, Brooklyn, N. Y.	7
Mankin, L. E., Lewisburg, W. Va.	29
Mill Shoals Cooperage Co., St. Louis, Mo.	3
Morris Walsh Sons, Pittsburgh, Pa.	5
Murray, C. E., Decherd, Tenn.	7
New Hampshire Stave & Hdg. Co., 79 Wall St., New York	3
Peel & Bro., J. M., Lake Village, Ark.	28
Pennoyer Co., J. C., Chicago, Ill.	8
Pennypacker, Jr., W. G., Buffalo, N. Y.	F. C.
Powell & Co., A. L., Chicago, Ill.	5
Powell Cooperage Co., Memphis, Tenn.	Front Cover
Reinschmidt Stave Co., Quitman, Ga.	28
Sheahan Co., B. C., Chicago, Ill.	29
Skuse's Cooperage, Rochester, N. Y.	7
Smith Lumber Co., W. T., Chapman, Ala.	29
Standard Hoop Co., Bay City, Mich.	28
Struthers-Ziegler Cooperage Co., Detroit, Mich.	3
Sutherland-Innes Co., Ltd., Chatham, Ont.	18

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

	Page
Trexler Cooperage Co., Allentown, Pa.	28
Tschumy & Co., W. A., Norfolk, Va.	28
Vail Cooperage Co., The, Fort Wayne, Ind.	7
Vail-Donaldson Co., The, St. Louis, Mo.	11
Van Aken Cooperage Co., C. M., 141 Broadway, New York	4
Walsh Co., The J. V., Pittsburgh, Pa.	28
Wylie and Wilson, Saginaw, Mich.	4

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago-New York	4
Beebe Stave Co., Little Rock, Ark.	7
Hanlon-Gregory Co., Pittsburgh, Pa.	28
Hollingshead Co., J. D., Chicago, Ill.	25
Henning, Inc., E., Chicago, Ill.	5

STOCK BUYERS

Henning, Inc., E., Chicago, Ill.	5
Hollingshead Co., J. D., Chicago, Ill.	25
Sheahan Co., B. C., Chicago, Ill.	29
Sinclair & Sons, G., New Castle-On-Tyne, England	28
Webster & Bro., Ltd., James, Liverpool, England	28

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Cal.	27
Chickasaw Cooperage Co., Memphis, Tenn.	6
Cleveland Cooperage Co., Cleveland, Ohio	5
Connolly, Inc., John, Hoboken, N. J.	30
Frazier Company, G. L., Nashville, Tenn.	28
Hollingshead Co., J. D., Chicago, Ill.	25
Hudson & Duggar Co., Inc., Memphis, Tenn.	Front Cover
Michel Cooperage Co., Sandusky, Ohio	25
Moore Stave Co., Lucas E., New Orleans and New York	6
O'Connor Co., J. J., Jersey City, N. J.	30
Pekin Cooperage Co., 25 Broadway, New York, N. Y.	6
Pensacola Cooperage Co., Pensacola, Fla.	27
Sutherland-Innes Co., Ltd., Chatham, Ont.	18
Walsh Sons, Morris, Pittsburgh, Pa.	5
Welti & Bro., A. M., Cleveland, Ohio	5
Wright Barrel and Export Co., Jacksonville, Fla.	27

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn.	5
Colwell Cooperage Co., New York, N. Y.	6
Harlan-Morris Mfg. Co., Jackson, Tenn.	5
Henning, Inc., E., Chicago, Ill.	5
Hollingshead Co., J. D., Chicago, Ill.	25
Moore Stave Co., Lucas E., New Orleans and New York	6
Mt. Olive Stave Co., Batesville, Ark.	5
Pennoyer Co., J. C., Chicago, Ill.	8
Sheahan Co., B. C., Chicago, Ill.	29
Sutherland-Innes Co., Ltd., Chatham, Ont.	18
Wilson W. W. & Wrape Stave Co., Little Rock, Ark.	7
Wrape Co., The Henry, St. Louis, Mo.	7

TIGHT STAVE MANUFACTURERS

Arkadelphia Milling Co., Arkadelphia, Ark.	26
Frazier Company, G. L., Nashville, Tenn.	28
Henning, Inc., E., Chicago, Ill.	5
Hollingshead Co., J. D., Chicago, Ill.	25
Moore, Stave Co., Lucas E., New Orleans and New York	6
Reinschmidt Stave Co., Quitman, Ga.	28
Seagreaves, Geo. H., Wilsondale, W. Va.	29
Sutherland-Innes Co., Ltd., Chatham, Ont.	18
Wilson, W. W., & Wrape Stave Co., Little Rock, Ark.	7
Wrape Co., The Henry, St. Louis, Mo.	7

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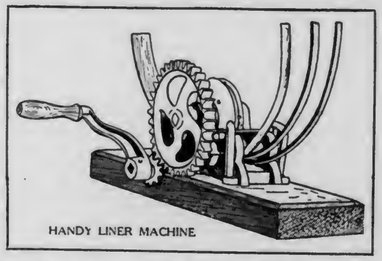

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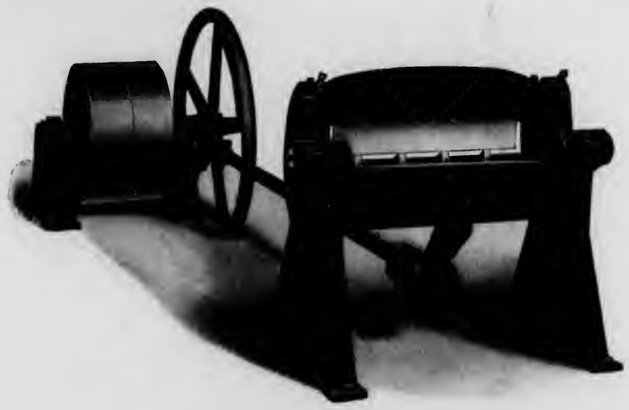

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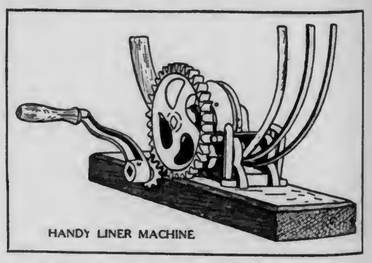

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Any size Heading from 12 inches to 24 inches

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The National Coopers' Journal

THIRTY-EIGHTH YEAR | PHILADELPHIA, NOVEMBER, 1922 | $2.00 PER YEAR VOL. XXXVIII, No. 7.

New Orleans Reports Sugar Grinding Season is Now On and First Shipment Goes in Wooden Barrels, the Perfect Sugar Package

The sugar-grinding season is now on, and after all the long lamenting we have heard about the death of the sugar barrel business, and the dire prediction that sugar would never again be put into barrels, it is gratifying to note that the first sugar of this season's crop was shipped in barrels.

There is always a great deal of friendly rivalry among the sugar mills on the question of getting started in the fall. This year the Home Plantation, near Broussard, in Lafayette Parish, had the honor of starting first. Quite as a matter of course, the firm that had enough energy to make the first start of the season had also enough energy to use good packages. Their first shipment, and the first for this season in this State, was 119 barrels, sold to the Eastman Sugar Co.

We hope that the Home Plantation will live up to its reputation and continue to be first on the market, the first in many ways, and that it may continue to use barrels. They are represented in this city by Messrs. LeBourgeois & Bush, Carondelet Building.

Predicts Wooden Barrel Will Yet Score Full "Comeback" in Sugar Trade

Other sugar mills are now at work, and there is considerable demand for barrels, though the sugar barrel has not yet scored the vigorous come-back to which it is entitled, and which it will yet attain.

Good Demand for Molasses and Syrup Barrels

The demand for tight barrels, halves and kegs for molasses and syrup, is good, and will continue so for months to come.

Fire Destroys Lafayette Sugar Refinery

A day or two before it was scheduled to start grinding cane, the Lafayette Sugar Refinery was entirely destroyed by fire, the loss being estimated at half a million dollars.

This is a serious loss to that community, for there are about six hundred farmers, who have depended on selling their cane to that refinery, who will have to find some other outlet for their crop, if they can.

The Lafayette Refinery produced about 11,000 barrels of sugar and 3,000 barrels of molasses each season. It is true that not all of this production went into barrels, for the Lafayette people, like other sugar men, changed the style of their packages occasionally, but, taking one season with another, they were pretty good customers, and their manager, Mr. A. B. Denbo, was well and favorably known among cooperage men. It is to be hoped that the refinery will be rebuilt, and that in the meantime the management will ponder deeply on the importance of confining themselves to high grade packages. A first class cooper shop would be a most desirable adjunct to the new plant.

The American Flag, the Red Cross and the Wooden Barrel

Scattered about in Lafayette Square, the pleasantest and most conveniently located hangout in this city, are half a dozen well-made barrels, painted white, and decorated with bright red crosses. These barrels are filled with sand, in which rest the staffs of American flags. At various other points in the city there are other barrels decorated in the same way. It is surely a fine combination, the best of packages, the grand old flag, and the emblem of one of civilization's noblest organizations. It is encouraging to find that the Red Cross has adopted the barrel as the bearer of its emblem, and the support of the flag. It should go a step farther and paint on these barrels the watchword, "Boost the Wooden Barrel."

Ventilated Oyster Barrels Are in Demand—Call for Coffee Barrel Satisfactory

The oyster season is now on, and there is once more a demand for ventilated oyster barrels. The demand for coffee barrels is small, but highly satisfactory.

Produce Barrel Manufacturers Are in the Market for Increased Supply of Stock

The produce shipping season has not really opened yet, but still there are a good many vegetable barrels being used, and the demand will continue to grow. Most of our coopers have fair supplies of produce stocks and are in the market for more.

Receive in Bulk—Ship in Barrels

Some of our produce dealers have been receiving potatoes in bulk and shipping them out in barrels.

The regular apple barrel is almost unknown here, except when it comes from some distant point filled with fruit, but still some of our dealers have bought apples in bulk or in carlots of sacks, and have distributed them in barrels, using the ordinary produce barrels for that purpose.

Barrel Ideal Package for Local Banana Shipments

It may surprise some people to know that a good many barrels are used here as containers for bananas. You usually think of the banana as being lifted out of the hold of the steamship and loaded directly into the cars by automatic machinery, and shipped out by the trainload only. That is the usual process, but when the banana is shipped in local lots the barrel is commonly used. For bananas in local lots the barrel is found to be the ideal package. It is pilfer-proof, and is cheaper and more convenient than the crates that are sometimes made especially for this purpose.

Cottonseed Crushing Season at Height—Chickasaw Cooperage Co. Busy Supplying Barrels for Output

The cottonseed crushing season is now at its height, and the big plant of the Chickasaw Cooperage Company is busy supplying a fair share of the packages used in this business. Most of the shops here also help out on this trade. This business is likely to continue good for several months to come—in fact, practically the whole year.

Wants Molasses Barrels and Barrel Stock

They seem to be short on tight barrels in North Carolina, for a recent number of the *News Bulletin*, issued by the New Orleans Association of Commerce, contains this announcement:

"A molasses company in North Carolina wishes to get in touch with manufacturers of barrels and dealers in cooperage." These molasses people seem to be traveling in a roundabout course. A more direct method for obtaining barrels and cooperage would have been to consult the advertising columns of the JOURNAL and writing directly to some cooper nearer home. Still, if you want to give them a trial, you might address "Wholesale Merchants' Bureau, New Orleans Association of Commerce," their number 1172, and your letter will be forwarded. Quote them your prices, for luck.

Mr. Veith Has Painful Accident

George J. Veith, president and manager of the John G. Moll Cooperage Co., is suffering from a very painful accident, having broken one of his legs just above the ankle. This in itself is bad enough, but just as this is being written Mr. Veith is having his leg broken over again, and re-set. His many friends are a bit anxious about him, fearing that he will acquire the habit. While Mr. Veith is laid up, the shop is under the management of Mr. DeWet Charbonnet, who is conducting the business along the usual lines.

Louisiana Cooperage and Manufacturing Co. Are Busy Filling Sugar Barrel Orders

The big machine shop of the Louisiana Cooperage and Manufacturing Co. is now filling orders for sugar barrels and produce barrels, and is also turning out a great many tight barrels, halves and kegs of various sizes for syrup, molasses and other products.

Beck & Jones Anticipate Good Season

Beck & Jones seem not only to anticipate a good season, but to have the courage of their convictions, for they are stocked up with a good-sized fortune in materials. Like other up-to-date firms, these gentlemen now deliver by motor truck.

NEW ORLEANS STILL LEADS AS A STAVE-EXPORTING CENTER

The following article on the stave trade of New Orleans appeared in the October 16th issue of the New Orleans *State* and will be found interesting reading:

"New Orleans leads the world in export of staves, and also leads all ports in the United States in the amount of staves concentrated in staveyards for export shipment. New Orleans also has more stave operating concerns than has any other city in the United States. The value of the product handled in the city, of both export and domestic use, exceeds that of any other city of the nation.

"New Orleans does not manufacture staves. They are brought here from every section of the country. Federal prohibition served to materially check the stave manufacturing business, and, as a result, that industry has been in more or less of a chaotic condition for the last two years. It has also served to check the export of staves to the wine-making countries of Europe, for the latter being unable to market their product in the United States, have been forced to curtail their purchases. In this connection it might be stated that prior to prohibition, the United States was the largest market of the wine-makers of the world.

"Nearly 85 per cent. of all the wine-staves exported from the United States were exported from the port of New Orleans prior to the advent of Federal prohibition. The port still holds the percentage, but exports have fallen off to an extent where they do not at all compare with the exports prior to 1920.

"There are solid blocks of staves to be found in the yards adjacent to the river front in New Orleans. To the uninitiated they do not look like staves, but might be taken for some form of a small-sized fence post. These yards will form an interesting part of the visit of all Legion members to the city. They will give the visitor an idea of the immensity of the stave business as it is conducted in New Orleans, and the inactivity of the yards will show to them the industrial chaos caused by the interference of the government in the personal privilege of its citizens.

"During the last few months there has been considerable renewed activity in demand for staves, this activity being principally in the domestic market and caused by a resumption of activity in the manufacture of beverages requiring the use of staves, in the wider use of barrels for the shipment of other products, especially certain fruits and vegetables. The apple industry this year will require more barrels than it did last year, and renewed activity in many industries using barrels will require a larger use of staves.

"There are a dozen or more cooperage plants in the city that are naturally buyers of staves. Renewed activity in demand for cooperage stocks has been felt in the operations of these plants and to that extent the city has benefited.

"There were 35,162,925 staves exported from the United States during the calendar year ending June 30, 1922. These staves had a value of $2,033,465.

"A comparison of the calendar year ending this year with the calendar year ending in 1921, affords an excellent idea as to the manner in which the stave business has dwindled. The decline in exports and values from 1920 were gradual, getting down to the low level towards the close of the calendar year 1921. For the latter calendar year there were 65,709,942 staves exported from the United States, the value being $10,101,580."

DROUGHT AFFECTS NORTHWEST CRANBERRIES

Reports from Portland, Oregon, are to the effect that the cranberry crop of the northwestern territory will approximate 9,000 barrels for the 1922 yield of the Oregon and Washington bogs. The Clatsop County yield is estimated at about 3,500 barrels, while in Washington, the Ilwaco district will ship around 5,000 barrels, with the Grays Harbor section furnishing approximately 1,000 barrels. Because of the long drought and the fact that the strawberry worm did a great deal of damage to the roots of the growing plants, the crop will not be as large as was at first predicted. The quality of the yield is forecasted as good.

THE PULSE OF THE COOPERAGE TRADE

Comprehensive Reports That Mirror Business Improvement

ARE TURNING DOWN ORDERS FOR SUGAR BARREL STOCK

The Plaquemine Stave and Heading Co, Ltd., M. S. Nuttall, Secretary, Plaquemine, La.—We have been operating right along and have had to turn down orders for sugar barrel material the past month. Although prices are not as firm as we should like to see them, still we believe they will rise gradually, allowing the manufacturer a decent profit. We are very optimistic over the outlook for the future.

FISHING TRADE WILL NET SOME GOOD BARREL BUSINESS FOR NEXT SIX MONTHS

Peninsular Barrel Co., Inc., Fernandina, Fla.—The fishing business is getting under way now and we expect some good business for the next six months. We are in the market for the following material, and would like quotations, f. o. b., Fernandina, Fla.: No. 1, 6-foot and 6-foot 9-inch elm hoops; No. 2, 30-inch gum staves, and MR. kiln dried 19½-inch pine heading.

LIME TRADE RATHER BELOW NORMAL

E. W. Rauscher Co., Erin, Tenn.—Lime trade is rather below normal right now. We make only enough cooperage stock to meet our lime barrel requirements.

LUMBER KILN BUSINESS GOOD

Moore Dry Kiln Co., Jacksonville, Fla.—Our business has been very good all this year and inquiries are coming in lively. However, this activity is not so much in cooperage kilns as in lumber kilns. We believe the cooperage industry is "coming back" soon.

EXPECT NORMAL POTATO BARREL TRADE

Nix Produce Company, Hastings, Fla.—We expect a normal acreage to be planted in early Irish potatoes here this season and the bulk of the crop will be shipped in barrels as usual. Most of the barrel factories have either purchased or contracted for their material and will begin making barrels about November 1st.

STAVE BUSINESS GETTING BACK TO LIVING BASIS

Pascola Stave Co., Pascola, Mo.—We must admit that the stave market is much better and getting back to a living basis. Demands are heavy. However, owing to shortage of cars, we are not shipping at all, at least, we have not shipped a car in five weeks; all cars to be had in this territory are given to cotton gins for cotton and seed. Cotton is gradually advancing; staves are bound to follow.

DELAYED SHIPMENTS RETARD BUSINESS

W. F. Robertson Steel & Iron Co., Cincinnati.—We find the demand for hoops and coopers' material extremely low although recently there has been more call for material from stock, owing to the inability of the mills to get out shipments promptly.

ALL THINGS COME TO THOSE WHO "HUSTLE WHILE THEY WAIT," SAYS GEO. B. NICHOLS

Geo. B. Nichols, 138 Fremart Ave., Everett, Mass.—My business has been very slow during the past two years, practically nothing the first seven months of this year, but since August 1st, about 40 per cent. of normal. As to my opinion of outlook for the near future, which you invite, I have none; but I still believe that "all things come to those who hustle while they wait."

BIG DEMAND FOR SECOND-HAND BARRELS

Perth Amboy Barrel Co., Perth Amboy, N. J.—We have been kept busy the entire summer and fall. The demand for second-hand barrels of all descriptions in this vicinity is big and it is our opinion that the outlook for the future is very bright, though the prices are still very low.

We are in the market for a good second-hand hoop driver and washing machine; also for soft and hardwood heading and cooperage hardware. We are very much pleased with your Journal and would not do without same at any price.

PINE HEADING INQUIRIES SHOW A BETTER AND MORE DIVERSIFIED DEMAND

Opelika Heading Co., F. E. Farley, Sec.-Treas., Opelika, Ala.—We are receiving more heading inquiries than at any time for past eighteen months. Inquiries are for more different sizes showing a better and more diversified demand, and we think improved demand will cause higher prices.

Although heading prices have already advanced about two cents, unfortunately the cost of production has increased proportionately, caused by increased wages and the price of stumpage, therefore the situation in pine heading is still unsatisfactory to the manufacturer.

ARE PLANNING EXPANSION IN STAVE MANUFACTURING

Roach Stave Co., Trego, Maryland.—We have about all we can do until December 1st, but prospects beyond are not at all promising. We lost one of our mills by fire October 4th. Have started to rebuild and will operate two plants through the winter and are planning to put two saw plants in the pine belt for tide water shipments.

LOOKS FOR BETTER SLACK STOCK PRICES AS DEMAND INCREASES

Navasota Cooperage Co., B. E. Powell, Navasota, Texas.—Business with us has shown steady improvement since early summer. Stock prices, however, do not yet permit a fair return for the manufacturer, but we are looking for better prices as the demand increases.

GOOD OUTLOOK FOR NAIL KEG STAVE TRADE

Rivercomb & Alexander, Millboro, Va.—The outlook for nail keg staves is good. The prices are slowly advancing and the demand is growing stronger. We have been closed down for the past two years but expect to resume operation at once.

PRESENT YEAR'S BUSINESS VERY SATISFACTORY

Western Cooperage Co., Watson Eastman, Portland, Oregon.—The business outlook for the balance of this year and in the future, as far as we can see, is very good, and the present year has been a very satisfactory one for this company.

ANTICIPATE A GOOD SPRING BUSINESS

C. F. Petty Stave & Lumber Co., Gibsland, La.—At present business is not so good with us, but we do, however, anticipate a good spring trade.

PRESENT COOPERAGE TRADE IS EXTREMELY GOOD—OPTIMISTIC AS TO FUTURE

Nepsa Cooperage, Denver, Colo.—We are pleased to state that cooperage demands in this part of the country are extremely good and feel very optimistic over the future. We sincerely believe these conditions to be so from the number of good-sized orders we are receiving daily unsolicited, and do not anticipate any changes so far as the cooperage demand is concerned in this market for some time to come.

ROSIN BARREL SEASON NEARLY OVER

Pensacola, Excelsior Co., Pensacola, Fla.—Our trade is nothing to brag about. We think it may probably improve next spring, but not before. We are making only rosin barrels and the season will be about over November 15th or December 1st, and will not begin again until about March 15th. Right now we are unable to fill an order for five cars because there are no empties to be had.

TRAFFIC CONDITIONS PREVENT TAKING FULL ADVANTAGE OF APPLE SEASON

Nebraska City Cooperage Co., Nebraska City, Neb.—We make only apple barrels and the season is about over for us. We have not done much this year as traffic conditions prevented us from getting in enough stock to handle our demand for barrels.

KEG AND BARREL BUSINESS GOOD WITH ST. LOUIS COOPERAGE MANUFACTURERS

In its October 17th issue, the St. Louis, Mo., *Star* covered the present cooperage trade situation in that city as follows:

"St. Louis cooperage manufacturers and jobbers report an unprecedented business in kegs and barrels this fall. Although cider, sauer-kraut, pickles and molasses are demanding their usual quota of containers, the dealers say the enormous increase in the demand is due to nothing more than an almost universal desire, among those who are not prohibitionists, to have a little wine in the cellar.

"A great number of kegs and barrels have been shipped to various parts of the state, where residents are said to be making wine out of the wild grapes that grow in the woods. The wild grapes heretofore served as food for the wild birds and the squirrels. This year the birds and the squirrels will be out most of the grapes, being left only those in the very tops of the trees.

"Many St. Louis stores which never before did any business in kegs and barrels, placed large orders for containers this fall after they had received a number of calls from their customers.

"C. F. Meyer, president and treasurer of the St. Louis Cooperage Company, when asked how business in kegs and barrels is today, replied: "Brisk."

"Looking up!" said Louis F. Horn, general manager of the Union Cooperage Company.

"Always good at this time of year, but its better than usual this season," answered Peter Zang, Jr., vice-president of the Zang Cooperage Company.

"Couldn't be better," said P. T. Bolz, president of the Bolz Cooperage Corporation. "We do a wholesale and jobbing business, supplying manufacturers of pickles, sauer-kraut and molasses, and are connected with the retail trade only indirectly, in that we sometimes make such kegs and barrels from umber accumulated as a by-product to our principal line. But I know the situation and can tell you that the demand threatens to exceed the supply."

COOPERAGE TRADE SHOULD CONTINUOUSLY "HAMMER IN" THE ADVANTAGE OF THE WOODEN BARREL, SAYS R. H. MYERS

Cleveland, O., Oct. 16, 1922.

Editor The National Coopers' Journal:

Business with us has improved considerably during the past two months, due more to an unusual demand for barrels for home use and seasonable products than to the general all-year-round demand. The oil, paint and grease people have not entirely come around to our way of thinking with regard to packages and are not yet using the wood barrel in the proportion that they might. We are, however, optimistic and believe that we may expect some real business from these people by next spring.

If we may express our humble opinion, we believe that the barrel business is now passing through the most crucial period in its whole existence. It is a case of the survival of the fittest and we must be careful. There is no excuse now to raise prices to any great extent, although a slight rise in prices is necessary to make ends meet, even though prices of competitive containers have advanced some bit in price. We must be gradual, treat our people with the utmost courtesy, and at all times "hammer in" the advantages of the wood barrel. We will finish in front if we reserve our efforts for the big spurt next spring.

Very truly yours,

R. H. Myers.

REORGANIZATION OF D. W. BRITTON COOPERAGE INTERESTS

The affairs of the D. W. Britton Cooperage Company, of Green Bay, Wisconsin, which were some time ago put into the hands of a board of trustees, have been wound up with the sale of the holdings of the company to a new concern. The trustees, Joseph M. Conway, George J. Farnsworth, Joseph Martin, E. W. Lawton and B. L. Parker, transferred the property to the Britton Cooperage Company, the new organization, for a consideration of approximately $85,000.00.

Chicago Reports Cooperage Plants, Tight and Slack, Running to Capacity. Best Business in Years. Car Shortage a Serious Handicap.

Chicago has great news for the cooperage industry this month. It is a bit difficult to imagine cooperage houses too busy to handle all the business, but that is exactly the situation as it exists at this writing, in many of the biggest plants in this city, according to the official reports. This market has not been so cheerful and optimistic in five years, members of the trade proclaim.

Car Shortage Big Drawback

The one big, serious drawback to the business as a whole, however, and, as expressed by the plant managers and officials, is the increasing car shortage. This shortage has been working as a hardship in two ways. In some instances the railroad congestion has tied up incoming stock, with the result that cooperage firms were left without sufficient material to fill their orders. On the other hand, manufacturing coopers cannot get enough cars to ship orders that have been made up and have been set aside for weeks. Most of the cooperage manufacturers find the most serious difficulty in getting cars for shipment to points west of Chicago, adding the information that shipping to Eastern points has been comparatively easy.

Grape Crop Created Big Keg Demand

Through both the second-hand and new cooperage lines there has been a gradual stiffening in price, and this, some manufacturers and dealers declare, has had a stimulating effect. Another stimulant has been the grape crops, which have broken all records this year in demand for the small and medium tights.

The grape package demand has been reflected very favorably in both the new and second-hand cooperage lines. One firm manager reporting a shipment of nine thousand seconds to points in and outside of Chicago in the five weeks immediately prior to October 23d. And he further affirmed that they were still working night and day in an effort to get out other orders on hand. This manager declared that the number of packages shipped could have been increased to a material extent had it not been for the railroad trouble.

Cooperage Labor Is Scarce

A. Uttal, of the Acme Barrel Company, supplied an interesting bit of information in connection with the labor phase of the cooperage business here. Mr. Uttal said there was a decided shortage of barrel mechanics, as many of them have left the city to return to their native lands, while others have abandoned the cooperage plants to work as carpenters, on account of the better labor wage.

Expect Good Business to Continue

"We have more business than we can really handle with satisfactory speed," Mr. Uttal said. "The demand for our re-coopered slacks and tights has been growing week by week. I attribute the wonderful improvement to the good grape crops and a stiffening in cooperage prices. We expect to go right along at top speed. Our orders on hand give us that assurance.

Barrel Users Are Placing Orders for Future Deliveries

"Reports coming through our business channels every day indicate very strongly that business in general is undergoing a slow but steady betterment. People are getting more confidence. Men who have been out of the market for months are coming in. They are not buying in the small, hand-to-mouth manner that they were doing a short while back. They are leaving orders for future delivery. To my mind, that means a great deal to the cooperage lines.

"If conditions continue at their present rate of stimulation, I believe that the first part of 1923 will see the cooperage industry in better shape than it has been at any time since the war. Everything points to a favorable outlook, even outside the prohibition question. We have been encountering trouble right along in getting enough first-class mechanics to handle our volume of work.

"The shortage has resulted from the fact that many of our most able coopers in Chicago have gone back to their old homes in Europe, while many more have deserted the cooper shops in which they have worked for years, to take up carpenter work. I know of many now working as carpenters because they can get big money, much bigger money than they can get coopering barrels. But when things get a little more balanced I hope to see these good men come back."

Improvement amounting to one hundred per cent. in the past six weeks was reported by Abe Bender, of the Bender Brothers' cooperage works. They handle tight cooperage exclusively. Mr. Bender said the orders for this type of cooperage picked up as soon as the grapes began arriving in this section, and that the price of second-hand cooperage has gone up one hundred per cent. since the big demand for barrels developed.

"We have enough business at hand to keep us going until November 15th or 20th, possibly longer," he said. "The improvement in the past six weeks has been away beyond our expectations. We are doing fine at this time and are working both night and day on the wine barrel orders. In spite of an extra working force, we are behind in our orders. We are also having difficulty on account of car shortage, although we have been more fortunate than many others.

Car Shortage Critical, Says J. J. Andre

The car shortage has been a serious setback to E. Henning, Inc. J. J. Andre said they have been unable to get enough cars to fill their orders, and that conditions are indicative that the car situation is going to "get worse before it gets better."

"We are loaded up with stock and orders, but the lack of cars has held us back," he said. "So far as we are able to learn, there is no relief in sight. Just the other day we took it up with some of the railroad people. No encouragement was forthcoming. It has grown critical.

"So far as business itself is concerned, we have had lots of it, and if it were not for the railroad situation everything would be very satisfactory. The shortage has begun to spread to the northern roads, too. However, I believe that by November 20th the cotton will be cared for and the southern roads will then be greatly relieved."

Record-Breaking Barrel Business, Says L. C. Hollingshead, with Prices Firmer

Record-breaking barrel business is reported by the J. D. Hollingshead Company. "Our barrel business has been smashing records every day," Mr. Hollingshead said. "For two weeks in October we turned out more barrels each day than we have turned out for three years. Trade is also better so far as the barrel stock end of the business is concerned. Prices have been growing firmer, and we look forward to a continuation of the present improvement."

MEAT-PACKING INDUSTRY SEEKING TO STANDARDIZE CONTAINERS

During the past year the live-stock division of the Federal Bureau of Agricultural Economics has been co-operating with the meat-packing industry of the country in its effort to standardize shipping boxes, lard tubs, tierces, etc., and tins for canned meats. Under present conditions practically no two firms use the same sized containers for packing their products, but it is reported that considerable progress is being made toward the adoption of uniform packages, especially among the larger packers.

Cooperage manufacturers who supply the packing houses with wooden packages will doubtless be interested in the final recommendations of the investigating bodies.

NEW COOPERAGE COMPANY ORGANIZED

The Columbia Cooperage Company is the title of a new concern chartered in Maryland, for the purpose of engaging in a general cooperage business. The capitalization is announced as $50,000, and William Rosenburg, Ellis Rosenburg and Samuel S. Levin are named as incorporators. The temporary offices of the company are at 659 Calvert Building, Baltimore.

COOPERAGE DEALER CHANGES FAMILY NAME

By a recent court order, the result of a petition filed by him and granted under due process of law, the name of Mr. H. Liebowitz, President of the American Cooperage Company, 235 Russel Street, Brooklyn, N. Y. has been changed to Henry Leeds. Being thoroughly American in everything but name, Mr. Leeds, as Mr. Liebowitz will henceforth be known, selected an unmistakably "United States" cognomen and had the courts sanction his adoption of it.

POULTRY AND POWDERED EGG BARRELS ARE WANTED

The following barrel "Wants" were secured by Field Representative A. C. Hughes of the Slack Branch of The Associated Cooperage Industries of America during the convention of the National Poultry, Butter and Egg Association held at the Hotel Sherman, Chicago, Ill., October 16th and 17th. Butter tub wants, as secured by Mr. Hughes while at the Chicago convention, will be found in our Wooden Ware Department in this issue on page 21. Regular "Wants in Cooperage Lines" on page 13.

Jacob Tick, Clinton, Ill., is in the market for poultry barrels, sugar barrel size, in car lots.

G. E. Merrill, Avon, Ill., is in the market for poultry barrels, sugar barrel size, in car lots.

Havens Bros., Ladoga, Ind., is in the market for poultry barrels, 17⅛x28½ inches, in car lots.

J. B. Ludden & Co., 219 Green Street, Chicago, Ill., is in the market for poultry barrels, nested, with one head only.

D. W. Tobey, Inc., Shippers, Texarkana, Texas, is in the market for poultry barrels, sugar barrel size, in car lots.

The Harris-Hardman Co., Richmond, Ind., is in the market for poultry barrels, 17⅛x28½ inches, one head only, in car lots.

Bagan-Jaques Company, Lafayette, Ind., is in the market for poultry barrels, 17⅛x28½ inches, six wood hoops, in car lots.

Steers & Menke, West Washington Market, New York, is in the market for poultry barrels, 17⅛x28½ inches, in car lots.

H. Little & Sons, Upper Sandusky, Ohio, is in the market for poultry barrels, sugar barrel size, with six wood hoops, in car lots.

Sunde & Romine, New Richland, Minn., is in the market for poultry barrels, 17⅛x28½ inches, with six wood hoops, in car lots.

C. Failinger & Sons, Waterloo, Wis., is in the market for poultry barrels, 17⅛x28½ inches, with four wood and two wire hoops.

Hugh M. Hurd, Dayton Rapids, Mich., is in the market for poultry barrels, sugar barrel size, two wood and four wire hoops, in car lots.

Producers Cold Storage Co., J. D. McCoy, Manager, Shelbina, Mo., is in the market for poultry barrels, sugar barrel size, in car lots.

R. L. Conley Poultry Company, Modesto, Ill., is in the market for poultry barrels, sugar barrel size, with two wood and four wire hoops, in car lots.

The E. R. Jacques Company, Thorntown, Ind., is in the market for poultry barrels, 17⅛x28½ inches, with two wood and four wire hoops, in car lots.

Missouri Egg & Poultry Company, H. J. Glassburn, Vice-President, Sedalia, Mo., is in the market for poultry barrels, sugar barrel size, in car lots.

Titman Egg Company, Ben Titman, President, Chicago, Ill., is in the market for powdered egg barrels, tongued and grooved sugar barrel size, in car lots.

J. D. Parker Company, Eaton, Ohio, is in the market for poultry barrels, 17⅛x28½ inches, two wood and four wire hoops, double and single heads, in car lots.

Morris Oleson Co., 219 Green Street, Chicago, Ill., is in the market for powdered egg barrels, tongued and grooved sugar barrel size, in car lots. Quote prices f. o. b., Chicago.

The Metz Packing Company, W. F. Metz, President, Concordia, Kansas, is in the market for poultry barrels, sugar barrel size, two wood and four wire hoops, one head only, in car lots.

EASTERN CRANBERRY CROP BETTER THAN FIRST FORECAST

Recent comment on cranberry crop prospects from Statisticians V. A. Sanders and C. D. Stevens at Wakefield, Mass., reached us under date of October 20th, and was as follows:

"Cranberry harvesting was practically finished during September in New Jersey and Wisconsin and progressed well in Massachusetts. Yields in these states run considerably better than September 1st forecasts. Reports from Oregon forecast about 3,000 barrels and 5,000 for Washington. The October 1st estimate is for a total United States crop of 564,000 barrels against 400,000 last year. About 50 per cent. of the Massachusetts crop is Early Blacks; 40 per cent. late Howes, and 10 per cent. all others. Fruit worm damage less than usual and berries of good quality."

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CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

ASSOCIATION MEETING

The Associated Cooperage Industries of America will hold its Seventh Semi-Annual Meeting at the Sherman Hotel, Chicago, Illinois, November 9th-10th.

PRIORITY FOR COOPERAGE TRANSPORTATION

The freight car shortage, which during the early months of the summer could be seen as a looming menace to fall and winter business, has now reached the stage where its pinch is being felt very keenly in practically every line of business, and predictions of a severe handicap to general manufacturing activity as a result of the railroads' inability to cope with the traffic needs of the country are being borne out in distressing and irritating detail. From every section of the country comes the complaint that the lack of freight cars is hampering and retarding business, both in its manufacturing and marketing phases, and a concerted wail emanates from the interests affected that somebody would "do something" to alleviate the harassing situation.

The strike of the railroad shopmen—with its practical paralysis of repair work and its coincident retirement from service of thousands of freight cars, which would in the ordinary course of events have been put in shape and returned to the roads in a comparatively few days, but which, on the annoying contrary, are at present crowding the sidings, labeled "bad order"—is, unquestionably primarily responsible for the vexing car-dearth under which commerce is now suffering. We can not logically expect anything in the way of complete relief from the onerous situation until the normal seasonable complement of cars operated by the railroads of the country are back in service, but we can, in the assurance that we are performing our duty to our respective businesses, exert what influence we possess, individually and as an industry, to the end that cooperage interests will be protected in the apportionment of the rolling stock now available for use.

In this project action has already been instituted by The Associated Cooperage Industries of America, which, speaking as the recognized representative of our industry, has taken the matter up with the Interstate Commerce Commission, and has requested that the car requirements of cooperage manufacturers be made the subject of a priority order, the granting of which would insure a practically uninterrupted movement of our goods. The total tonnage of cooperage that is handled by the railroads in the course of a year constitutes a tremendous volume of business, and, considering the rate of freight it takes and its freedom from drawbacks in the way of damage and loss claims and other items that tend to reduce the net revenue to the carriers, it undoubtedly returns a profit to them that should put cooperage on their list of desirable commodities. Basing an assumption on the premise that the transportation of cooperage is a distinctly worth-while and profitable proposition, and that the carriers are sane and sensible enough to recognize the necessity of catering to the lines that contribute in good measure to their maintenance, it is not unreasonable to suppose that negotiations conducted under the auspices of the Association, with the aid and object of protecting the traffic interests of the cooperage trade, will receive their sympathetic attention and consideration.

Transportation conditions are far from satisfactory at the present date, and the indications are that they will grow progressively worse during the coming few months. The carriers will be taxed beyond the limit of their impaired capacity by the avalanche of freight that will descend upon them with the holiday season, and they will be forced to deny movement to thousands upon thousands of tons of merchandise that will be offered to them. However, it is to be hoped that the commendably prompt action of the Association in making overtures to the Interstate Commerce Commission for a priority order in behalf of our industry will forestall any serious or widespread difficulty in cooperage deliveries. It is inevitable that in the approaching freight crisis every industry that has collective representation will make vociferous and insistent demand for adequate car supplies for its members, and it is altogether likely that the Interstate Commerce Commission and the various railroads will be swamped with trade delegations and deluged with written appeals for traffic relief. But, in the face of the fact that cooperage is universally conceded to be a commercial essential, the granting of priority of transportation to our commodity can, with reasonable assurance, be anticipated.

COOPERAGE OPPORTUNITIES IN THE SWEET POTATO FIELD

According to the October 1st estimate of the Department of Agriculture, this year's sweet potato yield will reach the tremendous total of 105,490,000 bushels. The harvesting of this crop is now in progress, and that portion of it that is destined for shipment to points removed from the locality of production is being sorted, graded, packed, and placed either in transit or in storage. The national appetite for "sweets" is a growing and expanding institution, and the demand for the yellow tubers is increasing year by year in such proportion as to make this crop an item of major importance in the agricultural sections of the country in which it is grown. The size of the present crop—105 million bushels, a large percentage of which is commercial production—and the volume of business that it affords certain package manufacturing lines, should furnish the inspiration for some deep and serious cogitation on the part of the members of the slack branch of the cooperage industry. They might well ponder over the fact that while bushel baskets, hampers, crates, boxes, and even sacks, are enjoying a popularity in this field which must be highly agreeable and profitable to the purveyors of these containers, the wooden barrel is conspicuously absent from the list of packages in general use as sweet potato carriers. In view of the fact that the barrel is a suitable container for this vegetable—a fact that is proved by its consistent use in a few widely scattered sections of the sweet potato country—we are excited by a very natural curiosity to determine why it is that a commodity which is produced in the annual volume that is reached by our sweet potato crop, a commodity for which we can and do build a practical and economical package, is marketed in "substitutes" to the almost total exclusion of the barrel. If the "substitutes" now in general use in this line possessed any particular or peculiar advantages over the wooden barrel as sweet potato carriers, or if there were a substantial net price difference in their favor, there would be some logical basis for the present situation, but since neither of these conditions exist, the phenomena of what should really be a "barrel" crop marching to market in baskets, hampers, crates, boxes and sacks, must be explained on other grounds.

Can it be that the cooperage industry is indifferent or unappreciative of the potentialities of this field? Is it that they have never considered the container requirements of the sweet potato industry of sufficient consequence to warrant their soliciting the business? Is it that they have been "asleep at the switch" while this trade grew from an insignificant "small time" package consumer to the dignity of a major industry using millions of containers annually? Since we can conceive of no sound economic reason founded either on price or utility, why cooperage manufacturers should not furnish containers to the sweet potato industry in the same relative measure that they supply them to the apple, Irish potato, and other fruit and vegetable lines, we are forced to reach the conclusion that they are not now selling barrels in quantity in this field, simply because they have not, up to the present, attacked this market with the initiative and aggressiveness, and the vim and vigor necessary to corral the business.

There is no appreciable difference in the sweet potatoes of the same species grown in the various sections of the country. While it is true that there are some ten or twelve varieties represented in the crop, "Nancy Halls" and "Porto Ricans" comprise by far the greatest bulk of the yield, both in the northern and southern portions of the "sweet potato belt." The "Nancy Halls" and "Porto Ricans" of Virginia are practically identical with the "Nancy Halls" and "Porto Ricans" of Texas, and in the face of the fact that the Virginia crop is successfully packed and marketed in barrels, we confess our inability to see why the Texas growers could not use the same container with equal success. There is no tenable argument that could be advanced against the utility of the barrel in this trade. The experience of the producers and handlers in those sections of the country in which barrels are being used as containers for sweet potatoes proves their entire suitability, and their satisfactory service is attested by the fact that the growers in these sections insist upon employing them year after year. The size of the standard barrel, which previous to the introduction of the barrelette, or half-barrel, might have been an influential factor militating against the use of cooperage by those packers who demand small containers, can, since we are now equipped to furnish either large or small-capacity packages in volume, no longer be considered an obstacle to its general adoption. There is not sufficient spread in the relative cost of barrels and "substitutes," when computed on the basis of carrying capacity, to make this item a material issue. Therefore, on the scores of utility, convenience and price, the three fundamental points, which, in practically all cases, dictate the preference of package users, the barrel is in a position to enter the arena on equal footing with its competitors.

That the sweet potato industry offers a fertile field for intensive cooperage trade extension work is evident to the most casual investigator. Here is an annual crop of hugh proportions, largely commercial, the marketing of which requires millions of containers. The cooperage industry manufactures a package that is, unquestionably, a sensible, practical carrier for this vegetable that is admirably suited to the needs of the trade, that is vastly superior to many of the contrivances that are at present in use in this line, and still we get such a ridiculously small percentage of the sweet potato container business as to be a negligible factor in its package situation. This condition should be corrected, and if we are to do justice to our industry and our individual businesses, we will set about changing it without delay. We have always exhibited individual and collective initiative and aggressiveness enough to seize and develop those trade opportunities that fall under our notice or that are pointed out to us—here is one that is pleading for exploitation, and that holds promise of sufficient business to make well worth while any effort that we may expend upon it.

REAL OPTIMISM IS NOW PERMISSIBLE. MARKED INCREASE IN INQUIRIES AND ACTUAL BUYING ON PART OF LARGE CONSUMERS, SAYS WALTER C. HARTMAN

At last conditions have made it possible to be sincerely optimistic and to report a marked increase both in inquiries and actual buying on the part of the large consumers and the miscellaneous trade. It has been a long time since such a marked improvement from a depressed condition was under way. This is not confined to any one line of trade, but the demand generally is very much better in every section of the country, and we think will gradually develop into a volume of business sufficient to satisfy the manufacturers, even as to price.

Wise coopers and purchasing agents who have an imagination evidently are not finding it difficult to see the light and, anticipating advancing prices in the winter or early spring, are replenishing their stock or making contracts at the present market.

We do not look for an extraordinary advance in values or boom prices next year and we think that manufacturers who plan their operations expecting such a market, will be disappointed. However, some cooperage commodities are now selling at such low prices that millmen generally find it impossible to make any real profit. This condition may be expected to improve. The export business continues very dull, with scarcely any demand for straight cars of stock, and the competition keen. In the fruit trade considerable stock will be carried over, yet in some districts, if there is a crop, broad buying may be expected. The time has passed, however, when future markets or demand and supply can be determined by conditions in the uncertain fruit trade. In no branch of industry is it more difficult to determine the amount of stock that will be consumed in any one season.

BUSINESS CONFIDENCE IS RESTORED AND THE MOVEMENT OF TRADE IS ACTIVE, SAYS JAMES INNES

There has been quite an active movement of cooperage stock during the last month, both in slack barrel and tight barrel stock, more particularly the latter. Confidence seems to have been restored to a great extent, and customers are putting in stocks more liberally than they have done for some time.

There has been some export trade, but it is still not nearly up to the pre-war basis, and is not likely to be for some time to come.

Production at present is extremely light, and, on account of the better demand for lumber than for cooperage stock, a great many of the mills are putting everything they can into lumber, in preference to manufacturing staves, hoops and heading.

The labor market is much stronger than it was three months ago, and higher wages are being paid for men to go to the woods than last winter. So it looks as if the cost of getting in timber at the mills, where they rely upon winter lumbering, will be higher than it was a year ago. Nearly every cooperage mill here is now cutting its logs into lumber lengths, so that they can manufacture either lumber or cooperage stock, whichever the market demands.

Stocks at the mills—especially No. 1 stocks—are very light, and very much below normal for this season of the year, and while there are still ample stocks, of the lower grades mostly, it would only take a very little spurt in business to clean them all up.

The general opinion among both the manufacturers and the consumers is that stocks will be higher during the winter months, and this is especially true of white oak stock, which is advancing rapidly in price.

REAL BARREL EXHIBIT WILL BE SHOWN AT SEMI-ANNUAL MEETING OF THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA

St. Louis, October 28, 1922.

To Members of the Slack Cooperage Group and the Cooperage Trade generally:

By a decision of the Trade Extension Committee of the Slack Cooperage Group, a complete line of slack cooperage, including butter tubs, will be shown at the Semi-Annual Convention of the Association to be held at Hotel Sherman, Chicago, November 9th and 10th.

The purpose of this undertaking is to present a practical demonstration of the value of cooperage exhibits holding a place of prominence in our campaign of publicity, and to enable all members of the Slack Cooperage Group who attend the convention, to see for themselves the advantages that accrue from the modern way of advertising, as well as to invite constructive suggestions.

The idea of the committee is to invite each manufacturer to send one sample of each kind of package he desires to have displayed, the same to be expressed prepaid, and consigned to Mr. Frank A. Bering, Manager, Sherman Hotel, Randolph and Clark Streets, Chicago, Illinois.

You are, therefore, cordially invited to participate in this exhibit, which will be displayed on the convention floor of the hotel.

In the event you decide to participate, please forward packages so that they will reach the hotel by Tuesday, November 7th. At the same time, kindly advise this office the number and kinds of containers you expect to exhibit, as naturally the space will be somewhat limited.

Yours very truly,
C. G. Hirt, *Secretary.*

A. C. HUGHES, SLACK FIELD REPRESENTATIVE, DID SOME FINE WORK DURING OCTOBER

Day by day, in every way, A. C. Hughes, field representative, is doing more and better work for the wooden barrel interests. During October Mr. Hughes not only had a most encouraging conference with the coffee roasters of St. Louis, in reference to a continued and increased use of slack barrels for shipping coffee beans, but he developed the fact that the coffee roasters would welcome a co-operative working on the part of consumers in urging wholesalers to order coffee in wooden barrels.

Just as soon as the idea is finally fixed in every mind that our wooden barrel boosting campaign is not the work for one man alone, but for all of us, in whatever way we can co-operate, the quicker will big and substantial results be recorded in the way of increased barrel business.

Barrel Only Package Exhibit at National Poultry, Egg and Butter Association Convention

Reporting fully on the convention, Mr. Hughes says:

"Attended the annual convention of the National Poultry, Egg and Butter Association at the Sherman Hotel, Chicago, October 16th and 17th, in the interests of the Slack Cooperage Group. Had on display an exhibit of poultry barrels, butter tubs and tongued and grooved egg powder barrels, and while fifteen other equipment industries displayed their goods, ours was the only exhibit of packages.

"The display space on the mezzanine floor of the hotel was kindly donated by the Sherman Hotel management, and afforded a very excellent opportunity for boosting the slack barrel and tub.

"A large number of shippers and packers of poultry, eggs and butter were in attendance and much interest was manifested by them in our exhibit, which elicited very favorable comment.

"Twenty-nine trade opportunities were secured. Several concerns who are now in the market for poultry barrels have heretofore used second-hand slack barrels and boxes. Learned also from poultry shippers of the South that many contracts for barrels had already been closed by Texas and other Southern shippers. A very good business is expected between now and Christmas."

A. C. Hughes Is Giving Service

If concrete proof is conclusive evidence of "giving service," then A. C. Hughes is more than making good on his job. Checking only the returns from the Chemical Exposition and the National Poultry, Egg and Butter Association Convention, Mr. Hughes has developed 63 direct inquiries, every one of which looked like sure and certain present business, as well as increased and continued trade in the future. If slack cooperage manufacturers will give the same conscientious, careful and efficient attention to handling the new barrel inquiries, as was manifested by their field representative in securing the same, there will then be real "Service" all along the line. Don't fail to back up your field representative to the limit.

STEEL MILLS AT CAPACITY

On October 13th the Carnegie Steel Company started the last of its three blast furnaces at Sharon, Pa. Six additional open-hearth furnaces were lighted. October 16th the plant was back to 100 per cent. capacity for the first time in over two months. The tin-plate mill was also placed on a 100 per cent. basis October 16th. Production is increasing rapidly at the American Steel and Wire plant, with all works of the United States Steel Corporation operating at normal capacity, giving employment to 6,000 men.

You are cordially invited to attend
the
Seventh Semi-Annual Convention
of
The Associated
Cooperage Industries of America
to be held at
Sherman Hotel, Chicago
on
November Ninth and Tenth
Nineteen Hundred Twenty Two

Dinner and Entertainment
by Chicago Members

WANTS IN COOPERAGE LINES

Roach Stave Co., Trego, Maryland, is in the market for a 20-inch stave saw as well as a 60 H. P. boiler.

Edward Frowley & Co., 74 Gold Street, New York City, is in the market for oak wine staves.

Perth Amboy Barrel Co., 1049 State Street, Perth Amboy, N. J., is in the market for soft and hardwood heading.

V. P. Phillippi & Co., 32 Southern Express Bldg., Memphis, Tenn., is in the market for quotations on 25,000 fifty-two gallon fir barrels for next spring's delivery.

Perth Amboy Barrel Co., 1049 State Street, Perth Amboy, N. J., is in the market for a good second-hand hoop driver, a barrel washing machine, as well as cooperage hardware.

Nefsa Cooperage, 1625 West 12th Ave., Denver, Colo., is in the market for a rebuilt barrel lathe, a hand or power flaring machine, and a hand hoop punching and cutting machine that cuts round edges.

M. De Mattia Chemicals, 237 Mercer Street, New York City, advise they are in the market for several carloads of barrels to be used for alcohol. They desire quotations with specifications f. o. b., Philadelphia.

Hugh O'Donnell, Inc., Meadow and Snyder Aves., Philadelphia, Pa., is in the market for one car of No. 1 gum heading, also molasses, syrup, glucose, cottonseed and turpentine barrels, and No. 1 lubricating oil barrels and half barrels.

Peninsular Barrel Co., Inc., Fernandina, Fla., is in the market for No. 1, 6-foot and 6-foot 9-inch elm hoops; No. 2, 30-inch gum staves and mill run kiln-dried 19½-inch pine heading. Quotations requested, f. o. b., Fernandina, Fla.

Geo. H. Netz, Box 969, Milwaukee, Wis., is in the market for 36-inch air-dried and listed, also kiln-dried, jointed and bucked gum syrup staves; 20 13-16-inch and 21-inch circled gum heading as well as ash pork staves and heading. Quotations solicited.

Thomas & Company, 112 Beach St., Boston, Mass., is in the market for large quantities of 53 and 55-gallon white oak wine shooks, of best white oak, eight steel hoops, rivets, etc., and with staves properly marked for export. Interested manufacturers are requested to open up correspondence at once.

Chas. Pfizer & Co., Inc., 81 Maiden Lane, New York, is in the market for tight barrels to hold tincture of iodine and wishes to get in touch with manufacturers who can supply a package sufficiently tight to carry without leakage and so coated to prevent contamination or cause chemical reaction with the iodine.

PEKIN COOPERAGE CO. AND CHICKASAW COOPERAGE CO. WITHDRAW FROM COOPERAGE SECURITIES CO.

The leading development in the cooperage trade during October, in the way of news interest, was the announced withdrawal of the Pekin Cooperage Co. and the Chickasaw Cooperage Co., New York and Memphis, together with their large and extensive line of subsidiary plants, from the recently amalgamated Cooperage Securities Company.

Since the amalgamation of the Cooperage Securities Company all the offices of the companies interested have been concentrated at St. Louis, Mo., but the consolidation, so far as the Pekin Cooperage Co. and the Chickasaw Cooperage Co. are concerned, not being consummated, these companies will be operated as heretofore.

So big and widespread are the tight cooperage activities of the Pekin Cooperage Co. and the Chickasaw Cooperage Co., and so firmly and securely is their trade established throughout the tight cooperage buying world, both at home and abroad, that the withdrawal as above mentioned means that the business interests of the two companies will not only be handled in the same efficient manner as always, but from the office headquarters so well known to their buying clientele.

The Pekin Cooperage Co. and the Chickasaw Cooperage Co. will, therefore, still retain their office headquarters at 25 Broadway, New York, and at Memphis, Tenn. President H. G. Herget advises the Journal that their St. Louis office is being closed, and that W. R. Foley, who was in charge there, will move to New York to assist him, while Mr. Walker L. Wellford will continue to devote his usual able attention to the Memphis office.

Cooperage Activities of Sugar Interests Prove That the Barrel is an Important Item in Their Business. Pennsylvania Sugar Company's Splendid New Plant

That the wooden barrel is a highly important and practically indispensable item in the container requisites of the sugar industry, and that every sign indicative of the trend of package events points to the permanence of the barrel as an institution in the sugar trade, is clearly apparent to the observer who will apply unprejudiced judgment and sober analysis to his weighing of the factors controlling the situation. Probably the most convincing and clinching evidence that can be cited in support of the above statement is the fact that practically every big sugar producing company in the country has anticipated its cooperage needs for an extended future period, and has so laid its plans as to be assured of an adequate supply of barrels for years to come. The size and scope of the cooperage operations maintained by the various sugar interests, the substantial investments that they have made, and are continuing to make in cooperage equipment and timber lands, the care that is exercised to make certain that there will be no interruption in the flow of barrels into their packing rooms, and numerous other significant activities, are all unquestionably predicated upon the conviction on the part of the sugar people that the wooden barrel is destined to occupy a permanent place in their package schedules.

Pennsylvania Sugar Company's New Barrel Factory

The status of the barrel in this trade is well illustrated in the cooperage activities of the Pennsylvania Sugar Company of Philadelphia. A magnificent new brick plant, occupying a very valuable water front site in a busy part of the city, equipped with a full complement of late model barrel-making machinery and manned by a force of 65 employes, is the measure of the importance that this company attaches to its cooperage needs. In the face of the heavy investment—which is a comparatively recent one—made by the Pennsylvania Company to insure a steady and permanent supply of barrels, it would be a peculiarly shortsighted and shallow deduction that would discern anything in the future, other than a continuance for an indefinite term of years of their use of our trade package, and as the attitude of this company can be safely interpreted as representing the attitude of the sugar industry generally, it would seem that undue concern over the narrowing of this field of cooperage consumption is an unnecessary and unwarranted misery.

The new plant of the Pennsylvania Company, which furnishes so sturdy a peg upon which to hang cooperage confidence, is a model of structural and manufacturing efficiency, and its product is a source of pride to its owners and to the men who labor in it. Planned for barrel-making, by men with a thorough knowledge of the requisites of a cooper shop, it represents the last word in up-to-date construction and appointment, and it has under one roof accommodations for every operation incident to the building of a barrel, from the storage of stock to the storage and delivery of the completed package.

How They Do It

Cars rolling in on a railroad spur deliver raw material to the doors of the stock-storage department which has a capacity of 5,000,000 staves, as well as room for a proportionate amount of heading, hoops, headliners and other stock. Four cars of material can be handled at one time, and unloading is accomplished with the minimum of labor. When the stock starts its journey through the factory the staves and heading first pass through the dry-kilns, a battery of which are installed in the building at one end of the main floor. The kilns have a capacity of three cars of staves and are usually operated at a mean temperature of approximately 140 degrees; from 48 to 60 hours, according to the moisture content of the stock, is allowed for drying. When the stock comes out of the kilns it is thoroughly dry and ready for working, and it is taken by the sorters, who pick out the extra wide and the warped staves, which are laid aside, and pass the workable stock to the setters-up. When the setters-up have completed their operation, the barrel, which is now taking form, is sent through the heaters, where it is "fired." From the heaters it proceeds to the assemblers and "tappers-out," whose operations consist of putting on the quarter hoops and tapping the staves from the inside of the barrel so as to set the joints flush. After the assembling operation the barrel is sent through the trussing machine, where the quarter hoops are driven, to the crozing machine, which cuts the croze and chamfers the staves at the same time. It is then skidded along to the heading-up machines, where one head is inserted, and, after passing under the eye of a checker, placed on a barrel-elevator, which conveys it to the second floor of the building. Nailing machines perform the next operation, which is the nailing of the steel hoops with which the package is bound.

Coming off the nailing machine the barrel is passed to a worker who puts the headliners in place, after which it is weighed and the weight stamped on it for the information of the packing department of the refinery. A rigid inspection constitutes the final step in the manufacturing process, passing which, the container is ready for delivery or for storage. The barrels made in this plant are of an exceptionally high standard of quality, and great care is exercised to insure that every operation is performed in a workmanlike manner. The stock used is elm staves, gum heading and steel hoops, the hoop steel being received flat and is coiled, riveted and flared in the shop.

Experience at the Helm

The plant is under the direct supervision of Mr. James J. Walsh, a slack cooper of wide experience and proved ability. Mr. Walsh has a thorough knowledge of every process in the making of cooperage, from the cutting of the stock in the woods to the completion of the packages in the shop, and makes an ideal director of operations. His connection with the cooperage industry extends back over an unbroken period of thirty-seven years, during which time he has absorbed the practical and theoretical knowledge that is reflected in the excellent product that is turned out by the factory under his management. Mr. Walsh's pride in the plant and its product is plainly evident in the enthusiasm with which he discusses them, and in the ready courtesy that he extends to interested visitors. His confident bearing says quite clearly: "I am the boss of one of the most up-to-date plants in the country—and I know it. See for yourself."

Pennsylvania Sugar Company's Heads Proud of Their Cooperage Plant

Mr. C. R. Hoodless, General Superintendent of the refinery, is just as proud of his cooperage organization and its plant as he is of any other department under his supervision. He took a deep personal interest in the construction of the present factory, and exercised his prerogative of passing on all the building and equipment plans before they were put into execution. His outlook on the future of cooperage in the sugar industry is revealed in the fact that he insisted upon the construction of a factory with a daily capacity of 4,000 barrels, as well as made provision for substantial enlargements and additions to the plant buildings should future needs demand it. Mr. Hoodless has a full and clear understanding of the advantages that the wooden barrel possesses over every other style of container as a shipping package for sugar in certain well-defined lines of trade, and his approval of and confidence in the barrel is demonstrated in the extraordinarily fine cooperage department with which he has equipped his company.

Mr. P. G. Maguire Popular with Cooperage Fraternity

Another one of the official family of the company who can be counted among the friends of the barrel is Mr. P. G. Maguire, the General Purchasing Agent. Mr. Maguire is widely and favorably known among the slack cooperage fraternity, both for his keen knowledge of cooperage stocks and markets and for the invariable courtesy with which he discharges the duties of his position. The "boys" are always assured of a cordial reception when they call at Mr. Maguire's office, and whether or not they succeed in securing an order for their commodities, they leave the premises smiling and in good cheer. Asked, in a recent interview, for his personal opinion as to why a greater volume of cooperage was not used in the export of sugar, he made the terse reply: "Cargo stowage." His brief answer covers a broad question and furnishes a basis from which cooperage interests can attack the sugar export problem.

The Wooden Barrel a Staple Item in Sugar Trade

There has been, in the last few years, a material slackening in the purchases of cooperage stock and barrels by the sugar refining companies, but this condition was not peculiar to the sugar trade alone—it was common to practically every line of manufacture. While the proportion of sugar that is now being packed in wood is considerably less than it was a few years ago, the total sugar production has so expanded that even with the smaller proportion going into wood, the volume of cooperage stock consumed today is scarcely, if any, less than it ever was. The sugar trade is not by any means a shrinking market for barrels. It may develop a temporary sluggishness and lethargy in consumption, but a real solid, substantial need of cooperage stock and barrels is one of the stable requisites of the sugar business that will prevail probably as long as there is wood available from which to fashion barrels.

CUT IN SUGAR PRICE PREDICTED

The Federal Sugar Refining Company, New York, in its review of the sugar industry, October 20th, asserts that sugar prices will come down in the near future, and urged great caution in buying, and advises purchases only for immediate actual wants during the rest of the year. The company bases its prediction on the statistical position and on the prevailing opinion in the trade. The only question, says the review, is whether the price reduction will come in November or December.

Grinding on Cuba's crop will commence as early as possible this year, it is added. The review points out that new-crop domestic beet and Louisiana cane sugar are now being offered freely at under quoted prices.

HEAVY FRUIT AND VEGETABLE CROPS HAVE MADE BIG DEMANDS ON SHIPPING FACILITIES

"Filling rush orders for cars for the transportation of fruits and vegetables has been one of our chief worries the last few weeks," says M. J. Gormley, chairman of the car-service division of the American Railway Association, under date of October 21st. "The arrivals at terminal markets in the last five weeks have exceeded anything in five years. In September 40,000 more cars of fruit were loaded than a year ago.

"In Chicago recently there were 700 cars of wine grapes on one track in one day. At Pittsburgh there were more than 1,000 cars of fruits and vegetables on the tracks in one day. There are big crops everywhere and the markets are overflowing. New York state apple growers are clamoring for cars to ship their produce west to the Kansas City gateway, and we have to rush empty refrigerators to Oregon and Washington, so that they can ship their apples east. The movement of citrus fruit from Florida started five weeks earlier this year than last, which meant that we had to send more refrigerator cars there just when the fruit movement in the north was at its height.

"In Minnesota they have a potato crop five times bigger than last year. Potatoes seem to be abundant everywhere throughout the country. There are only so many cars that can be used for the transportation of those more or less perishable products, and all these cars are working overtime."

WILL BUILD MILLION-BARREL CEMENT PLANT

The Lehigh Portland Cement Co., of Allentown, Pa., will build a 1,000,000 barrels a year cement plant at Birmingham, Ala. Dwight P. Robinson & Co., Inc., of New York, has been awarded the building contract.

WILL MANUFACTURE CEMENT PRODUCTS

General cement products will be manufactured by the Seminole Products Company, recently organized at Jacksonville, Fla., with J. R. Nordquest, president; Harry Mills, secretary. Capital of the company is $400,000.

GRAPE MOVEMENT AT PEAK DURING OCTOBER

The freight movement of grapes in the east was at its height during the latter part of October, requiring the daily use of from 50 to 125 refrigerator cars. Principal loading points in New York state being Angola, Silver Creek, Dunkirk, Concord, Marysville and Brocton. The Pennsylvania Railroad carried between 2,500 and 3,000 cars of grapes out of the territory near Erie, Pa.

Mill Shoals Cooperage Company

Slack Stock Specialists

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Slack Staves, Hoops and Heading

IF YOU WANT **Staves** of "Quality," from 24" to 48"
Hoops, first class in every particular
Heading that is perfectly manufactured WRITE US

Shipments prompt and satisfactory

ST. LOUIS, MO.

Ash, Elm, Gum, Pine
Cottonwood
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SLACK STOCK

Constant Quality stretching back over years of manufacture has made our

STAVES HOOPS and HEADING

Cars Straight, Matched or Mixed

APPLE BARREL STOCK NOW!

"THE STOCK THAT SETS THE STANDARD"

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Our large plant and warehouse facilities enables us to give quick service

New Hampshire Stave & Heading Mill

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We are now equipped to furnish crozed staves in various lengths

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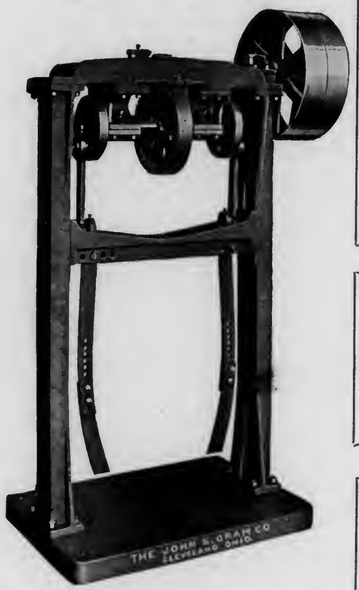
THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

AND FOR MAKING THEM FIT FOR THE USERS

"THE OLD RELIABLE" WOOD BARRELS

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE



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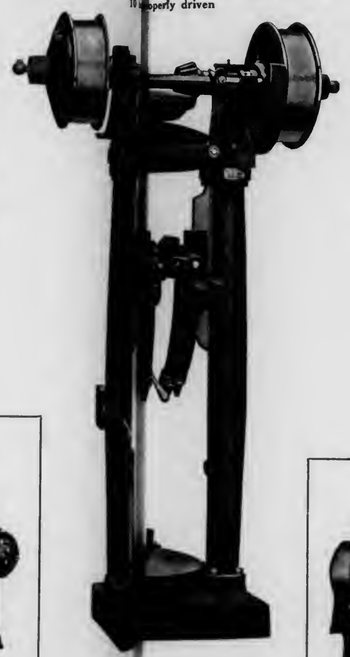
"ORAM" STAVE DRIVING MACHINE

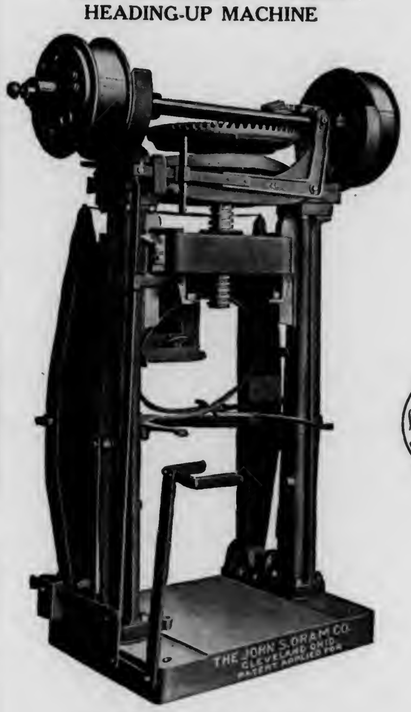
SIMPLE—DURABLE

Capacity—As fast as operated. 600 to 1,000 pkgs. per day of 10 staves properly driven



STAVE JOINTER

NEW "ECONOMY" (PATENTED) HEADING-UP MACHINE



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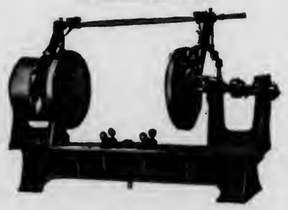

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Enormous Factory Capacity
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—SLACK

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Our exchange carries a large list of new and used machines — Tight and Slack.

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STAVES
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Fish Barrels Stand Up Under Severe Treatment. Spruce Containers Being Used in Norway Mackerel Trade

By a Journal Staff Correspondent

The 1922 Norway mackerel pack is now being received in the United States. The fish are being shipped into this country, as has been the practice as far back as memory runs, in wooden barrels. Thousands of tons of the finny denizens of the deep will be unloaded in our ports within the coming few months and thousands upon thousands of sturdy, substantial fish barrels will be used in their transportation. We say sturdy and substantial advisedly, for nothing less than an almost indestructible package will stand up under the harsh treatment that is accorded these fish containers in the handling they receive during the course of their journeyings from the point of packing abroad to their final destinations in widely scattered sections of this country. The dock-handling and hold-stowage that they must endure at the European end of their trip, and the jolts, pressures and shocks incident to their ocean voyage and their unloading when they reach this country put a burden upon them that only packages of extraordinary strength could carry.

How well the fish barrel performs its function of "delivering the goods" was aptly illustrated in a shipment of 5,000 barrels of Norway mackerel which was discharged from a Norwegian vessel at Pier 78, South Wharves, Philadelphia, early last month. The entire consignment was delivered to the shipping agents without the loss of a single barrel, and with less than 1 per cent. "leaks and breaks" to be repaired by the dock coopers, this despite the fact that part of the shipment made the trip across the ocean on the exposed deck of the boat. That this excellent performance was not unusual was averred by the foreman of the dock coopers, who stated that a very low percentage of repairs on fish containers was the rule rather than the exception.

The container used in this particular shipment was built of sawed spruce staves and heading, with two heavy-gauge steel hoops, one on either chime, and sixteen split spruce hoops, eight on each end of the barrel. The net weight of the mackerel carried in each package was 200 pounds. Stowed on the bilge, some seven or eight tiers high, each tier resting in the ditches of the row below, "bilge to quarter", the cargo filled every available foot of space in the hold. The loading of the vessel was a work of art and the excellent condition in which the shipment reached this port was a forceful commentary on the important relation that proper stowage bears to good delivery. The manner in which the barrels were introduced and stacked up up in some of the nooks and crannies far removed from the hatches, places where it would seem impossible to find "elbow room" enough to handle a heavy and bulky container, is a bit of loading-lore with which we are not familiar, but the stowage as a whole elicited our enthusiastic admiration, for when the hatches were opened at the Philadelphia end of the trip, they revealed a shipment in excellent shape, the packages in perfect alignment, rows even and securely nested, and to all appearances, just as neat and tidy and shipshape as when the ship left the dock where the cargo was received. We, of course, were not present when the vessel was loaded and we can venture no opinion as to the amount of abuse, if any, that the barrels were forced to endure at that time, but we were a spectator when the cargo was discharged and we can state authoritatively that any cooperage man in the country witnessing the splendid manner in which these particular barrels stood up under the savage hammering that the stevedores inflicted upon them would feel a glow of conscious pride in the performance of this representative of his trade package.

"Barrel-hooks", contrivances somewhat similar to grappling irons, were used in the transfer of the shipment from the vessel to the pier, and if there is any method of cargo-discharge that puts the "burden of proof" on the containers handled, it is that in which these hooks are used. Four barrels, approximately 900 pounds dead weight, composed a "lift" which was raised out of the hold, swung over the side, and dropped upon the dock with a bang and a crash that most assuredly would have resulted in wreck and ruin to a frail or flimsy package. Those barrels which had to be "snaked" out from the far corners of the hold to the open spaces under the hatches were subjected to an especially severe strain as they were pulled sliding and slithering over the rough surface of the underlying tiers, bumping and jolting, sometimes skidding along on the bilge, and sometimes coming out end over end like hugh tumble-bugs. As each "lift" was hoisted out of the ship and dropped upon the dock it was inspected for leaks or breaks, the barrels requiring repairs being set aside for the attention of the coopers and those "O. K'd." hustled by the stevedores to the storage space on the dock.

To anyone not familiar with the fish barrel, who is inclined to regard it as a poorly-constructed, roughly-finished piece of cooperage clap-trap, we recommend a study of its performance and a survey of the service it renders. There is no other container that is put to more severe tests in ordinary use, and there is no other package in the cooperage family that does more to uphold the prestige of the wooden barrel as the "king of shipping packages." The sight, for instance, of five thousand barrels, containing one million pounds of fish, sound, tight, and in perfect condition after a journey across the ocean and ready for further transportation to the ends of the country, with every reasonable assurance of arriving at destination with their contents in the same good shape in which they were packed, is one to inspire faith and confidence in this humble product of our industry. The fish packing and shipping trade is a steady and consistent consumer of barrels, and as it continues to grow, the volume of containers that it will absorb will increase in like proportion. Competition from "substitutes" has been negligible in this field, and it is likely to continue so as long as coopers in this and other countries are able to manufacture and sell to the trade the types of barrels which are in present general favor and which exemplify all that is best in cheap, tight, sound, sturdy packages, admirably suited to the needs and requirements of the fish industry.

MANUFACTURERS OF TIGHT COOPERAGE SHOULD KEEP THEIR EYES FOCUSED ON THE SOY BEAN OIL TRADE

The increased production of soy beans in the corn belt States is forcing growers to look for new outlets for their product. Heretofore the demand for planting purposes, especially of those varieties that would mature seed in the middle western States, was greater than the supply and growers realized abnormally high prices for their stocks.

With an ample seed supply in 1921, however, the acreage was increased further, in many instances, superseding oats. This resulted in a surplus production and consequent lower prices. These factors are conducive to the manufacture of soy beans into oil and cake or meal and have stimulated the erection of mills in the corn belt for this purpose. In North Carolina, the heaviest soy bean producing State, cotton seed oil mills have crushed soy beans in previous years when there was a favorable ratio between the price of the raw and the manufactured product.

As has been pointed out by the JOURNAL on previous occasions, soy bean oil is a product of many commercial uses and with a constantly expanding market among various manufacturing lines. Its use in the United States is growing with amazing rapidity, and as the tight wooden barrel is the most satisfactory container that can be used for its transportation, this trade presents a potential market for barrels that is susceptible of development into a volume consumer of cooperage.

LOOKS LIKE INCREASED BARREL BUSINESS FOR AKRON COOPERS

Report from Akron, Ohio, under date of October 24th, was to the effect that there has been a movement during the last year in bringing to Akron manufacturers of the various pigments used in the rubber mixtures for manufacturing purposes. The National Sulphur Company has completed an extensive plant and is about ready to produce various grades of refined sulphur for commercial purposes. The Anaconda Copper Mining Company is starting the erection of a plant for the manufacture of zinc oxide, which finds a large use in the rubber industry. These new industries should mean some increased business for Akron cooperage manufacturers.

E. A. NICHOLS TAKES OVER BRIGGS & NICHOLS BARREL CO., INC.

Formal announcement has been made of a change in name and location of the business formerly conducted by Briggs and Nichols Barrel Company of Providence, Rhode Island. Mr. E. A. Nichols, who has been for years one of the active directing heads of the concern, has now taken over the business which will be continued under the firm name of E. A. Nichols, Successor to Briggs and Nichols Barrel Company, Inc. The stock and equipment has been moved from the premises at 45 Anthony Avenue, where the company held forth for years, to larger and more commodious quarters at 778 Potters Avenue where better facilities are available for the conducting of this widely known old cooperage firm. The change in name and location does not, according to Mr. Nichols, imply a change in the business methods or the high standard of service through which Briggs and Nichols built up their enviable reputation throughout the trade; on the contrary, he assures his patrons of the same careful and conscientious attention that has always characterized the administration of the business.

PAGE MR. VOLSTEAD!

The Government profited to the extent of $1,300.00 early last month when the Keystone Cooperage Company, Pittsburgh, Pa., paid that amount to prohibition officers in the purchase at auction of 294 barrels, 31 half-barrels, 28 quarter-barrels, and 978 cases which had formerly been used in the now outlawed beer traffic and which had fallen into the toils of the prohibition enforcement officers. Elmer G. Hawker, prohibition officer in charge of the Pittsburgh office conducted the sale which was attended by spirited bidding for the packages.

CRANBERRY SHIPMENTS BY WATER ARE RECORDED SUCCESSFUL

From Los Angeles, Cal., October 21st, comes the report that an experimental shipment of cranberries had arrived there from the east coast aboard the steamship Deerfield. The fruit was declared in excellent condition after three weeks in transit. The consignees said that the experiment proved it was cheaper to ship cranberries by boat than by rail.

THE HENRY WRAPE COMPANY TO BUILD NEW SAWMILL

The Henry Wrape Company, St. Louis, one of the "old line" stave and heading manufacturing concerns of the country and one of the most prominent firms in the industry, has under consideration plans for the erection of a sawmill in Walnut Ridge, Arkansas, near which town they already have several cooperage operations. The Chamber of Commerce of Walnut Ridge has appointed a committee to co-operate with the company in securing a site within the town limits for the proposed plant.

THE HOME STAVE COMPANY NOW MANUFACTURING SLACK STOCK

The Home Stave Company, of Cotton Plant, Arkansas, which formerly manufactured tight cooperage stock exclusively, has recently added a slack stock cutting department to its plant. The company is now in a position to cater to the trade in both tight and slack lines. The new department is complete in modern equipment, and according to the management, will turn out the highest quality stock in the particular grades manufactured.

TWO NEW BARREL FACTORIES BEING BUILT AT LAPLACE, LA.

Laplace, Louisiana, is looming up on the cooperage horizon as a future manufacturing center. Two new barrel plants are in the course of erection in the town limits, and employment is promised for quite a substantial number of workers. Beck & Jones, New Orleans, are the owners of one of the operations, while the other one is being erected for P. Mancuso Slack Cooperage Company, of Kenner. The completion and setting in operation of these two new cooperage operations will mean much to the prosperity of this section of Louisiana.

IS INSTALLING TIGHT STAVE MILL

N. B. Barr, of Hope, Ark., is installing a tight stave mill at Guernsey, Ark. As soon as the plant is ready to operate, Mr. Barr will manufacture wine and oil barrel stock. Whitney machinery is to be used.

Wooden Ware

With this issue of the JOURNAL we are re-establishing a "Wooden Ware Department," which will be specially devoted to the protection and advancement of the interests of the wooden ware industry—the manufacturing and marketing of tubs, pails, kits, dowels, handles, spokes, rims, churns, wood-turning, etc., etc.

During its thirty-eight years of labor in the cooperage field the JOURNAL has given much attention to the tub, pail, kit, dowel and other woodenware branches of its trade, and our resumption and extension of our service to these lines and, under a distinct department head, is in response to the urge of a host of manufacturers and dealers in wooden ware lines, who, recognizing the desirability, or, even further, the crying necessity, of a trade press medium whose aim and purpose lie in the protection and promotion of the welfare of their industry, have importuned us to give heed to the small wooden ware man's call and bring the industry as a whole under the spotlight of business publicity.

This we are most happy to do, and we will work with the full zeal, earnestness and enthusiasm of our natural equipment, but we cannot get the results we are after, or that are absolutely essential to our efficient working, unless we have the fullest possible co-operation from the trade we are to serve. This co-operation we feel confident will be quickly forthcoming, to the end that the wooden ware industry will soon experience a reviving of its trade consciousness, coupled with an awakening urge to take firm hold of the business problems involved in its successful ongoing, and solving these same problems, contingent alike to all lines of manufacturing industries, find renewed interest both in their own individual business and in the welfare of their industry as a whole.

The "substitute" invasion menacing the trade life of some lines of wooden ware, as it is the trade life of other wooden containers, looms large just at present, but the same salvation is before wooden ware manufacturers as is before other package makers, and that is to fight for a retaining of present business and a recovery of as large a portion as possible of the trade already lost. This can be done by the proper trade initiative, business spirit and confidence in the "service quality" of the package or the article you are supplying.

The general business improvement is to be noted in many of the wooden ware lines, and while all branches have not yet felt the full return of prosperity, there is enough surface evidence everywhere present to insure the belief that the wooden ware trade is due to share generously in the business prosperity that is now before us.

Our Wooden Ware Department will be open to all lines of wooden ware, and discussion of all subjects of general interest to the industry are solicited, as well as suggestions of any kind that will tend to better the department's service or develop to the good of the trade in any single branch or to the industry as a whole.

MICHIGAN STANDS SIXTH IN MILK AND DAIRY PRODUCTS

Of interest to butter tub and cheese box manufacturers is the fact that the production of milk in Michigan last year, according to a report to the United States Department of Agriculture, was little more than 3,000,000,000 pounds, most of which was used in the manufacture of various dairy products. Practically 1,700,000,000 pounds were used in making butter, two-thirds of it in creameries and the remainder on farms. More than 90,000,000 pounds were used in the manufacture of American, brick, cream, cottage, and farm cheese. Condensed, evaporated and powdered milk required 269,000,000 pounds, and ice cream took in excess of 127,000,000 pounds. About 850,000,000 pounds were consumed directly as whole milk, and 160,000,000 were fed to calves or lost on farms and in factories. With this large production of milk and dairy products, Michigan stands sixth in products of the cow.

OHIO PAIL COMPANY HAS BIG OUTPUT

The Ohio Pail Company, at Middlefield, Ohio, made 3,030 pails on Thursday, October 5th. Of these, 2,130 were tubs, pails and kits, and 900 were wire metal pails.

PAIL BUSINESS MORE ACTIVE THAN IT HAS BEEN IN YEARS

E. C. Price, head of the Edwin C. Price Company, returned to Chicago the latter part of October after spending two weeks at the factory in Fremont, N. H., where he journeyed for the express purpose of speeding up production. The situation at the plant was described to the JOURNAL's Chicago representative as unique, by G. Greenleaf, the secretary and treasurer.

"We have more orders than we can get out, strange as that statement may seem in the cooperage market," Mr. Greenleaf said. "Our New England white pine merchandise is in great demand, and our pail business has not been as active in years. We are concentrating now on the matter of getting our shipments on the road.

"One of the most pleasing conditions is this: Up until a short time ago the buying was done almost entirely in small quantities. The buyers were taking just what they had to have. But now we find them coming in with big, substantial orders for future delivery. In fact, we have some of the large packers booked for future deliveries that will continue up until the first of the new year.

"The railroad car shortage is hurting the trade, but we have had fairly good luck with our shipments to the East. The Western railroads seem to be experiencing the most serious congestion. We have had considerable delay in getting our stocks from the Wisconsin factories. We look for a continuation of the present activity for some time to come."

NEW TREATMENT PREVENTING MOLD IN TUBS OF BUTTER IS FOUND MOST SATISFACTORY

The growth of mold on butter in tubs is a cause of great annoyance to dealers and a common source of loss to creameries. Preventive treatments designed to do away with this trouble have been devised by various people and these have been carefully studied by the United States Department of Agriculture. The treatment that has been found most successful consists in soaking the tubs in cold water, steaming them for 30 seconds with live steam, paraffining the inner surface, and then rubbing over the paraffin with salt. In addition, the liners for the tubs are soaked for 30 minutes in a saturated solution of boiling brine. Under the supervision of the department several million pounds of butter have been packed in tubs and liners treated in this manner and no cases of mold have been reported.

A number of methods of treating tubs and liners have been tried out in comparison with the one just described, but no other has been equally successful. Some tubs and liners were merely soaked in cold water, and in these the mold made an abundant growth. When the tubs and liners were soaked in a saturated solution of cold brine the growth of the mold was somewhat reduced. Butter in tubs that were soaked in water and steamed for 30 seconds with live steam, and lined with liners that had been dipped in a saturated solution of boiling brine, developed very little mold; but results were still better when paraffin and salt were used as described above.

The treatment found most satisfactory is inexpensive and meets the needs of creameries of any type and in any part of the country.

MARKET FOR BROOM HANDLES IN SCOTLAND

According to *Commercial Intelligence Journal*, Ottawa, Canada, in a report dated August 26th, there is a market in Scotland for fir or hemlock broom handles, the demand being for the cheapest possible quality of 1 inch or 1⅛ inches diameter. Imports of a very poor quality from Finland are heavy at present. Handles are usually packed in lots of 72 to the bundle and paper-tied at both ends. Firms who can quote for 49 by 1 inch, c. i. f. Glasgow, $27, or 49 by 1⅛ inches, $32, will have a chance in this market.

WOODEN NOVELTY BUSINESS HAS DOUBLED IN PAST YEAR

Report from Wilmington, Delaware, is to the effect that with Charles C. Speakman, Water and French Streets, manufacturer of metal and wooden novelties, business is good. Last year the plant about made expenses. This year the concern has enough orders ahead to keep it busy until February.

Although the price of lumber has doubled and the price of labor increased 50 per cent. over a year ago, the demand for novelties is such that the concern is able to manufacture at a substantial profit.

Transportation troubles have not yet afflicted the Speakman plant. For illustration, a couple of carloads of lumber from North Carolina came through in eight days last week, which is two days better than the normal time. More help has been taken on in the past week and this force may be increased if the demand should increase.

PAPER TUBS NOW BEING MANUFACTURED—CLAIMS LAID THAT THEY ARE BETTER AND CHEAPER THAN WOOD

The Fibre Cooperage Company, Inc., is now manufacturing butter tubs at its plant at Orr's Mills, N. Y. All the necessary machinery has been installed to turn out these tubs, which are claimed by the manufacturers to be superior and cheaper than the old style wooden tubs.

Commenting on the new venture, report says:

"Only selected ash or oak wood can be used in wooden tubs, and such wood must be without sap, which would contaminate anything placed therein.

"The paper tubs are constructed of staves with tongue and groove sides, like boards used for flooring, which render the tub airtight, thereby keeping contents cool in summer and warm in winter, providing the preservative features so essential in packing.

"A hugh pasting machine is being specially made in Buffalo. This machine will take several rolls of paper 40 inches in diameter. The layers of paper are automatically pressed between rollers and come out in the shape of tub staves. The capacity of the machine is 5,000 staves per hour, or an equivalent of 500 tubs. It is 60 feet in length and weighs 22 tons.

"Albert J. Wersebe will be in Buffalo to expedite the delivery. The plant will also be equipped with storage tanks containing silicate of soda, with a capacity of 12,000 gallons. Approximately 1-10 of a gallon of silicate of soda is used per tub. The maximum capacity of the plant will exceed 12,000 tubs and candy pails per day.

"The New York, Ontario and Western Railway has repaired the siding alongside the factory which will accommodate ten freight cars. With this arrangement, products can be shipped directly from the building into cars.

"It is the intention of The Fibre Cooperage Company to duplicate the machinery and install it in the large building along the state road. When this is done, barrels of all sizes can also be manufactured."

The above report, in the opinion of the JOURNAL, is illustrative of the "hope that springs eternal in the human breast." Fibre containers have come, and fibre containers have gone, and they will continue to come and to go just so long as there remain credulous and trusting investors to back the dreams and visions of "paper cooperage" inventors. We can not conjure up any great alarm over the prospect of losing our wooden tub or barrel trade to these pressed-pulp innovations, as the "regular" cooperage industry has weathered the storms and stresses of this paper competition for years and years, and withal has continued to function and to grow with unimpaired vigor. The claimed superiority of fibre containers is a promotion manifestation that appears in the literature of each new concern that enters the field, and it impresses nobody but those who furnish the capital that supports these rather uncertain enterprises.

THE PULSE OF THE WOODEN WARE TRADE

Comprehensive Reports That Mirror Business Improvement

RUNNING FULL CAPACITY ON CANDY PAILS, ICE CREAM TUBS AND PICKLE KITS

JOHN SCHROEDER LUMBER CO., MILWAUKEE, WIS.—Our wooden ware factory at the present time is manufacturing candy pails, ice cream tubs and pickle kits exclusively. Whether or not we will increase our line in the future is a question, for to date we have been running full capacity on these products.

BUSINESS FINE IN TUB MACHINERY LINE

GOODSPEED MACHINE CO., WINCHENDON, MASS.—Business is fine with us, a very noticeable increase in inquiries exists, and the numerous orders for cutting tools and other equipment indicates that our friends are getting business too.

SMALL WOODEN WARE LINES ARE PICKING UP

H. A. STILES & CO., BOSTON, MASS.—We find that business in the woodworking line is picking up and the concerns are more ready to place actual orders. We specialize in coat hangers, elevating wall dryers, ironing tables; bread, pastry and skirt boards and hickory handles. New England has been hard hit by strikes, but these strike centers are now buying again, making general business better.

FUTURE LOOKS GOOD FOR CHURN TRADE

AYERS & MACKEY, PULASKI, PA.—Our trade at the present time is a little slow, but the future looks better in regard to churns. We are in the market for a car of good white oak cut-offs, 24 inches and 28 inches by ¾-inch.

EXPECTS CONTINUED IMPROVEMENT IN WOODEN WARE TRADE

C. L. LANE, EAST SWANZEY, N. H.—We have had a fair business during the fall months and believe that our business will continue to improve.

DOWEL MARKET IS IMPROVING

H. F. THURSTON, BETHEL, MAINE.—We can see that the dowel market is stiffening a little and look for 100 per cent. normal next June. The pine market is also sharper, due to the increase in building.

BUSINESS IN WOOD-TURNING LINES STEADILY INCREASING

STEPHENSON MANUFACTURING CO., L. P. WALKER, SECRETARY, SOUTH BEND, IND.—We are pleased to advise that business in the wood-turning lines has been steadily increasing the past twenty months. Business is about 70 per cent. of the high level of 1920, and indications are for a steady increase this fall and winter. We can see nothing to prevent several good prosperous years ahead.

WOODEN WARE TRADE LOOKING BETTER

NOVELTY TURNING CO., NORWAY, MAINE.—We manufacture wood products and find that business in our line is looking better. As to supplies, we are fully stocked.

WOOD DOWEL ROD TRADE IS SLOW

TIMMIS & CHISSOLD, BOUND BROOK, N. J.—The only material we are interested in are wood dowel rods. We find the market very slow at this time.

CUTTING HANDLE BLANKS AT COTTON PLANT

W. E. Bruner & Sons, operating a handle finishing plant at Heber Springs and formerly operating a handle plant at Cotton Plant, Ark., are moving new machinery into their old sheds at the latter place and will begin the cutting of handle blanks within another week. The blanks will be shipped to Heber Springs for finishing.

HUB AND RIM COMPANY MAKES CHANGE IN FIRM NAME

The Rice Hub and Rim Company, of English, Indiana, has amended its charter to show a change in name to that of the Rice Basket and Box Company. The concern is manufacturing a complete line of both baskets and boxes.

BUSINESS LOOKING BETTER IN WOODEN DOWEL MACHINERY LINE

THE CORDESMAN-RECHTIN COMPANY, CINCINNATI, O.—We are machinery builders and dealers, and right now find trade good, with future prospects looking better.

PROSPECTS FOR 1923 ARE EXCELLENT

THE TREVOR MANUFACTURING CO., LOCKPORT, N. Y.—Business was very good with us during the summer but fell off during September. We find it picking up rapidly again, however, and expect a good fall trade. Prospects for 1923 are excellent, and we look for gratifying activities in all our lines of machinery manufacture; barrel, keg, pail, tub, shingle, dowel, handle, wood turning, hamper, etc.

TRADE VERY GOOD IN WOOD-TURNING MACHINERY LINE

OBER MANUFACTURING CO., J. L. LUSE, CHAGRIN FALLS, OHIO.—We are pleased to advise that trade with us at present is very good, and we can not see any reason why it should not continue. We are not in the market for any supplies at present.

OUTLOOK GOOD FOR OAR AND PADDLE TRADE

SHAW & TENNEY, ORONO, MAINE.—Trade is quiet at this time but the outlook for another year is very good. We are interested in ash and spruce lumber in B and BW grades for the manufacture of oars and canoe paddles.

HANDLE PLANT FOR SMITHVILLE, TENN.

The Turner, Day & Woolworth Handle Company, of Louisville, Ky., have opened a handle manufacturing plant at Smithville, Tennessee. The new plant is a large one and affords a market to the farmers for their hickory timber.

BUTTER TUBS WANTED

The "Tub Wants" below were secured by Field Representative A. C. Hughes of the Slack Branch of The Associated Cooperage Industries of America during the National Poultry, Butter and Egg Association Convention, at Hotel Sherman, Chicago, Oct. 16th-17th. Mr. Hughes also secured a number of poultry and egg barrel "Wants" which will be found listed on page 11.

Belle Springs Creamery Co., Abilene, Kansas, is in the market for white ash butter tubs in car lots.

Fostoria Cr ery Co., J. F. Freese, Pres., Fostoria, Ohio, is in the market for 63-pound white ash butter tubs in car lots.

John M. Waechter, The Fairmont Creamery Co., Pittsburgh, Pa., is in the market for 63-pound and 30-pound white ash butter tubs in car lots.

Farmers' Union Co-operative Creamery, Fremont, Neb., is in the market for 63-pound white ash and spruce butter tubs in car lots.

Shimon Bros., 265 Broadway, Milwaukee, Wis., is in the market for 63-pound and 30-pound white ash butter tubs, wood and metal hoops, in car lots.

Mr. C. Nelson, Dairy Department, Illinois Agriculture Association, Transportation Bldg., Chicago, Ill., is in the market for white ash butter tubs in car lots.

Goldenberg Brothers, 718 W. Randolph St., Chicago, Ill., is in the market for 63-pound white ash butter tubs, wood hoops, in less than car lots.

North American Creamery Co., J. L. Strong, Manager, 25 Commercial St., Boston, Mass., is in the market for all sizes of butter tubs in car lots. Quote prices on spruce tubs only.

Willow Springs Creamery Co., Willow Springs, Mo., is in the market for 63-pound and 30-pound white ash butter tubs, wood and metal hoops, in car lots.

WANTS WHITE OAK CUT-OFFS

Ayers & Mackey, Pulaski, Pa., are in the market for a car of good white oak cut-offs, 24 inches and 28 inches by ¾ inch.

NO COMPLAINT OVER PRESENT VOLUME OF WOODEN WARE BUSINESS

BEAVER MILLS, KEENE, N. H.—We have no complaint regarding present volume of business and believe there will be a good demand for wooden ware for another six months at least. After that it seems impossible to try to prophesy.

HANDLE AND SLACK BARREL FACTORY PLANNED FOR OPELOUSAS, LA.

The industrial committee of the trade extension bureau of Opelousas, La., announces that a factory to make hammer, axe and other handles, as well as slack barrels, will be started there soon. Persons interested have already prepared plans for the building.

DAIRYMEN WILL CONSIDER NATION-WIDE CO-OPERATIVE MARKETING SYSTEM

Dairymen from all over the United States will gather in Milwaukee, Wis., December 6th, to act upon plans prepared by an American Farm Bureau Federation Committee to investigate the feasibility of a nation-wide co-operative marketing system.

CONVENTION DATE OF ASSOCIATED WOODEN WARE MANUFACTURERS WILL BE ANNOUNCED LATER

The convention of the Associated Wooden Ware Manufacturers, of which Mr. E. M. Whitney, of E. Murdock Company, Winchenden, Mass., is president, and Mr. G. W. Weston is secretary, and which was tentatively called for October 18th, will be held at a later date to be announced by Secretary Weston.

TRADE ASSOCIATIONS REALIZING VALUE OF SCIENTIFIC RESEARCH

American industry is spending about $70,000,000 annually on scientific research, according to the Fabricated Production Department of the Chamber of Commerce of the United States.

About one-half of this sum is spent by American manufacturers in the conduct of laboratory research, while the remainder is expended in experimental and development work in plants, the department points out in a bulletin on research.

As a result of scientific research work, it is explained by the department, approximately one-half billion dollars is being saved annually by industry in this country.

"The value of scientific research, both from an economic and industrial standpoint," the department says, "has never been so fully appreciated as at the present time. The problems of the recent war forced science and its research activities to the front in all civilized countries. It is now realized by leading manufacturers that scientific investigation is a necessary adjunct to efficient co-operation. A utilization of the scientific knowledge now available, and a sympathetic co-operation in the free interchange of such information will lead to the adoption of improved manufacturing processes and do much to obviate the danger of ignorant, destructive competition. The realization of this fact is shown by the 500 or more firms now maintaining laboratories for industrial research.

"If there were no correlation of effort on research work, much duplication might result. The logical solution, therefore, is to have the trade association make this correlation. This enables a pooling of resources to maintain a central laboratory to render service to a larger group than is possible with only individual laboratories. Another and very important factor, especially valuable in strengthening trade associations, is that such centralized research work makes it possible for the small manufacturer, financially unable to support an individual laboratory, to profit from the investigations carried on.

"It is not surprising, therefore, that a continually increasing number of trade associations are realizing the value of research as one of their most constructive activities. Of the 65 to 70 associations now engaged in this work, to whom a recent inquiry was sent by the Fabricated Production Department, 33 gave specific replies, indicating that 8 were conducting their research independently, and 25 were acting in co-operation with some other agency. The general leaning is toward the scientific aspect of research work. Nineteen trade associations are engaged exclusively in that class, three in the general problem class, while eleven give attention to both types of problems."

Meat Packers in Seventeenth Annual Session Hear Important Address on "Standardization of Containers"

The Seventeenth Annual Convention of the Institute of American Meat Packers was held at the Drake Hotel, Chicago, October 9th, 10th and 11th. There was a registration of 750 members, each and every one of whom showed a vital interest in the proceedings of all the daily sessions. President Thomas E. Wilson presided at the opening session and also at the closing one. Vice-presidents and directors of the Institute occupied the chair and conducted the business of the other sessions.

The address which aroused the greatest interest among the meat packers was the one on "Standardization," by John P. Dowding, Assistant Superintendent of Armour & Co., and chairman of the Institute's Committee on Standardized Containers. As the subject of standardized packages in the meat industry is of special importance to the cooperage trade, Mr. Dowding's paper is herewith carried for the information of our readers.

PACKAGE STANDARDIZATION PARAMOUNT WITH PACKING INDUSTRY

By John P. Dowding

The question of standard packages is conceded to be one of the most important in any branch of industry, and, owing to the ramifications and the various number of items handled in this industry, the question of standardization is paramount with us.

It requires considerable study in order to accomplish a solution to our problems. Time and long usage have developed many sizes and styles of cans, boxes, wooden ware and fiber containers. This has been made necessary by different trade demands in various parts of the country, and the natural desire of the packers to give service has resulted in the present lack of uniformity of containers, which brings forth the necessity for standardization.

It is difficult to map out a program to standardize our present containers without some changes, and your committee has had to keep in mind the duty we owe to the public as well as the economical effect upon the members of the institute.

Many packers have conducted very extensive investigations and have made progress in standardizing their packages and working out their own problems. Other packers have paid but little attention to this important subject.

Selection of Packages for Standardization Needs Special Care

From our experience in the past two years, we have been forced to realize the necessity for careful study of every package under consideration for standardization. It is very easy to adopt some standard package and suggest to the members of the institute that they use it, but we must look behind the screens to see what effect it will have on the various interests affected. For instance, in standardizing a wooden box, we must take into consideration the lumber man's problem, the problem at the saw-mill, the problem at the packing house, the question of shipping and the public.

It is easy to suggest the standardization of a certain size lard pail, but consideration must be given to the tin plate manufacturer, the can maker, the kind of equipment they have on hand, the refinery, and the public demand. There is no denying the fact that the surface has only been scratched on this subject, and that is readily proved by some of the accomplishments during the past year.

It is not very long ago that the average packing house, shipping export meats, would have from twenty-five to forty different styles of export boxes for dry salt meat shipments, and an equal number for export sweet pickle shipments. Very few of the houses used the same style and size of box with the result that the packages leaving America for England were so varied in size and shape as to cause considerable comment on the other side. One packer alone has been able to reduce his export boxes in number from thirty-six down to two. This made it unnecessary to carry a large assortment of styles and sizes and produced a real economy.

One Standardized Package Test Netted a $5,000 Yearly Saving

Just this past year the committee on standardized containers made recommendations to members of the institute that they discontinue the use of the odd size lard pails and adopt standard sizes.

To illustrate what this means, the speaker has in mind one packer alone who changed the style of five and ten-pound pails for a certain brand, so as to be able to make these pails on the same line of automatic machinery that they used for making pails of the same capacity, but different dimensions, and showed a saving of $5,000 a year on this one item. Here is a thought for every user of tins.

How many of the packers present realize that when they ask the can company to make certain sizes of cans, that an economy could be effected if they used a standard can that could be made by a standard line of automatic machinery.

A very noticeable example of this is the result accomplished by the national canners. You will find that the vegetable and fruit cans throughout this country are standard sizes and in my opinion these associations have gone farther in the question of standardized containers than the packers. Their cans run in No. 1, No. 2, No. 2½, No. 3 and one gallon sizes and every canner who puts up fruit and vegetables uses these standard sizes. Since the packages are in all cases the same, the rest becomes a matter of quality, and as all producers attempt to reach the highest point of perfection in quality, in order to get the benefit of the trade demand, there is the closest possible attention paid to the method of the pack.

When cans are standardized, as in the case of the vegetable and fruit cans, it naturally calls for standard crates and packing containers and solves other problems in addition to its own.

The lard end of this industry has done considerable work towards standardization, but there is work yet to be done. The canned meat department, which has done practically nothing, offers the most fertile field for pioneer work. The canned meat sales departments are not entirely responsible for this situation. So far as the civic demand is concerned, they are responsible, but on Government orders, frequently the Government making the purchase is responsible for this lack of uniformity, as it may have special specifications prepared by some one in the commissary department without a thought of the effect on the box factory, canning room or carrier.

Take, for instance, the question of the twelve-ounce and the one-pound net corn beef cans. The demand of the general public is for the twelve-ounce can; the United States army requires the one-pound net, and the reason for this requirement is not clear. The elimination of either one of these sizes would make a great difference in the amount of tin plate a concern would have to carry and would make a difference in the cost of canning. Take, for example, the various sizes of glass jars in which dried beef and sliced bacon are put up. How much easier it would be for all concerned if there were just certain sizes and certain styles and everybody in this industry followed this standard size.

Manufacturers of oleomargarine have been among the worst offenders in the matter of failing to standardize on packages. This applies to both retail and wholesale packages.

Same Standardization Is Being Made in Tubs

While some of the manufacturers have adopted the ten and thirty-pound cases, and thirty and sixty-pound tubs as standard, one may still see on the market twelve, twenty-four, thirty-two, thirty-six, forty, forty-five, fifty, fifty-four and sixty-pound cases, and ten, twenty and forty-pound tubs. Without a doubt, the ten and thirty-pound cases, and thirty and sixty-pound tubs would satisfactorily serve practically the entire trade.

The use of packages containing ten pounds, or a multiple of ten pounds, simplifies the keeping of stock records and the making of government reports which are necessarily a part of the manufacturing and marketing of oleomargarine, while the twelve and thirty-six-pound cases have the advantage of being slightly cheaper per hundred weight of product packed. These advantages and disadvantages should be weighed by the manufacturer, and standard sizes adopted by mutual agreement. Then the remaining sizes which are still ordered by dealers in certain localities, possibly through force of habit more than for merchandising reasons, could be discarded to the mutual benefit of the manufacturer, dealer and consumer.

The problem of the retail package is even more complicated than that of the wholesale package. Oleomargarine is being marketed today in one-pound packages in the shape of eastern flat print, Philadelphia print, Elgin print, California print, four quarter-pound print, round print, and the country roll. In addition to these are the two, three and five-pound prints of various shapes, and the two, three and five-pound country rolls. When one considers that the average oleomargarine factory produces a number of grades of the product and that each of these grades may be made into any or all of the various sizes and shapes of retail packages, and these in turn go into the various sizes of wholesale packages, the possibilities of sizes and shapes of wholesale packages mount into the hundreds.

Present Conditions Responsible for High Cost

These conditions all add greatly to the cost of manufacturing, packing and shipping of the product. In times past when most of the operations were performed by hand, the disadvantages of these numerous packages were not so great, but in these days of print making machines, print wrapping and cartoning machines, and box nailing machines, every added size or shape adds to the cost of production. As some of our modern labor-saving machinery is not adjustable to the different shapes, the manufacturer must take his choice of hand operation or duplication of machinery, and, whichever his choice, the shifting of gangs from one job to the other and the carrying charges resulting from large inventories of supplies make impossible the installation of efficiency methods of manufacturing and packing, and add to production costs.

The one-pound retail package has always been the most popular and should satisfy the entire trade except possibly some sections where the quarter-pound print is in demand.

If the concerted action of the manufacturers could make standard a certain shape of one-pound print, the matter of wholesale packages could then be easily disposed of.

The results and the economy that can be effected by making a study of this work are surprising, and the speaker would fail in his duty to the institute if he did not attempt to impress each member with the necessity of making a study of this important work.

Many Packers Conducting Investigations

It is true many packers are conducting extensive investigations on this subject and have made much progress, but, on the other hand, others have given it but little attention and permit their ideas of trade advantage to interfere with the sound economical action of having their cans, packages and cartons standard in their own plant as well as standard with others engaged in the same line of operation.

In our efforts to standardize, we can eliminate a certain percentage of the number of design and adopt the remainder to a wider range of use and we will be making progress from simplicity and safety in standards.

We are sure the committee on standardization of containers will function each year in a more effective manner, and members of the institute will have growing confidence in this committee when their suggestions and recommendations bring back returns.

This committee can only make its recommendations to the members. The execution of putting these recommendations into practice is entirely up to the individual packer, and unless we can get the support and co-operation of every member of this institute the packers are going to be the tail enders as far as standardization is concerned.

I want to speak in behalf of this important committee for the support and co-operation of every member of the institute during the next year.

PENNSYLVANIA WEIGHTS AND MEASURES OFFICIALS DISCUSS STANDARDIZATION OF FRUIT AND VEGETABLE CONTAINERS

The standardization of fruit and vegetable containers was the subject discussed at a recent meeting at Harrisburg, the capitol of Pennsylvania, between officials of the State Department of Weights and Measures and representatives of the United States Department of Agriculture. The Federal Department of Agriculture is making a determined effort to bring about a uniform standard, as far as possible, in barrels, boxes, crates and other containers used in the marketing of fruits and vegetables, and to this end, is soliciting the co-operation of local State officials throughout the Union. The result of the conference has not been made public.

Louisville Reports Demand for all Kinds of Tight Barrels and Kegs Continues Heavy

Demand for tight cooperage continues very active, with producers of barrels sold up, in some instances, to the first of the year and beyond, while some houses are sold up to the middle or latter part of November on kegs. Demand for kegs is not quite as keen as it has been, and inquiries are dropping off along with orders, but demand for barrels continues very heavy, even though prices are advancing steadily.

Business Is Generally Active Throughout the Cooperage Trade

With the country feeling another period of general activity, with firmer prices, and with demand steadily increasing on almost all items, manufacturers who are consumers of barrels are finding their orders heavy and are consuming packages freely. On the other hand, with crop movement starting and railroads in poor shape to handle it, due to condition of rolling stock, as a result of the long shop strike, indications are that traffic conditions will be bad this fall. Consumers of barrels cannot afford to be caught short of barrels when they need them, so with the demand market increasing and traffic conditions looking dangerous, these users are stocking up ahead of actual present needs, whereas for the past couple of years they have been buying fairly close to their actual requirements.

The Question of Stock Supply

It is admitted by the tight cooperage trade that prices of barrels are materially higher than they were, and that they may go higher between now and the first of the year, due to the general shortage of dry staves and heading, along with the severe car shortage in the South, which is preventing movement of dry stock to points where it is most needed. Stocks are generally so scarce that it will be some weeks yet before stock cut this summer will be sufficiently air-dried to permit it to be worked up and, in the meantime, such small dry stocks as are available are commanding nice prices, especially where they are located so as to be readily movable.

The Tight Barrel Market

White oak oil barrels have advanced sixty cents during the month, going from $2.40 to $3 in steady jumps of twenty cents or more at a jump. Red oak oil barrels are quoted at $2.85; gum barrels, $2.50; spirit barrels, $5; white oak half barrels, $2.30; red oak, $2.15; five-gallon kegs, $1.55; ten-gallon, $1.70; fifteen-gallon, $1.85; twenty-gallon, $2.00; twenty-five-gallon, $2.15; twenty-eight to thirty-gallon, $2.30; forty-five gallon kraut kegs, red oak, $2.65; white oak, $2.65.

The prevailing cooperage stock market is ruled largely right now by the question of who has it, where is it located, and how badly the purchaser needs it. Therefore, it is really hard to decide what the price market is at the present time. Red oak staves are quoted at around $55a60 at some of the Southern mills; white oak, oil, $65 a thousand; mill run, $80; spirit, $135a140. Gum staves are quoted at $30a32, not being in such active demand as oak. Gum heading is quoted at 30a32 cents a set for circled; red oak heading, 38c.; white oak, 45c.; spirit, $1.50.

The Steel Hoop Market

One of the serious difficulties of the coopers today is in getting deliveries of steel hoops. These deliveries are now carrying premiums of $1a1.10 over the base prices which start at about $4.10 a hundred. Some firms have contracts but cannot get deliveries as mills have been down on account of coal troubles and such deliveries as do come through have been in small lots and very uncertain.

It is the consensus of opinion that barrel prices will hold steady but that cooperage stock quotations will be lower when stocks, now in the far South, can be moved to consuming sections. From reports received, all large manufacturing coopers are operating their stave and heading mills at capacity, while the regular stave and heading manufacturers are also running as full as short labor forces will permit. Due to crop harvesting, labor has deserted the mills for work in the fields, and this condition is being generally felt throughout all manufacturing lines.

Slack Barrel Demand Has Improved

The call for slack barrels during the past month has improved somewhat, due to the apple packers, poultry dressers and produce trade being in the market for barrels, along with beverage bottlers and numerous other consumers. Slack stock is, therefore, a little scarcer and quite a bit harder to locate, with prices ruling firmer.

Prices of slack barrels, as well as slack cooperage stock, continue quite steady. Flour, salt and similar barrels are quoted at 65a70c; sugar, 80a90c; two-head potato or produce, 45a60c; one-head produce, 38c and up; No. 2 stock, sugar-sized produce, 60a65c.

Louisville industries have been taking a fair volume of barrels and the demand is general. The vinegar, pickle, kraut, cider, cottonseed product, paint, varnish, oil and chemical people have all been buying, while the demand for lubricant oil barrels can be reported somewhat better than it has been.

Bourbon Staves Are in Demand, But—

Some good sales of stock have been reported, one concern stating that it sold thirty thousand sets of red oak staves at a price of $1.25 per set. There are no bourbon staves to be had anywhere, and with Canadian and Mexican distilleries asking for whisky barrels, it is claimed that as much as $150 a thousand has been offered for first class bourbons, but as many as 10,000 are not to be located anywhere. Gum stock is generally slow, as the corn syrup people are not ready yet to place orders, and there is no especially good consumption in any other quarter.

Kentucky Has Big Potato Yield

Fine rains in early October resulted in the second crop of potatoes coming in strong at the finish. Production of potatoes this year in Kentucky is estimated at 5,043,000 bushels, as against 3,770,000 bushels last year. Right now markets all over the country are glutted and movement from farms is slow.

Kentucky this year is estimated to produce 4,143,000 gallons of sorghum molasses, as against 4,080,000 gallons last year.

Apple production is given at 4,875,000 bushels as compared with 636,000 last year, and pears at 138,000 bushels as against 4,000 bushels last year.

Local Pick-ups

J. Nick White, of the Louisville Cooperage Co., reported very fair activity at their Southern mills, the entire chain owned by the company operating as full as labor conditions will permit. Mr. White stated that the trouble at the present time was that it was impossible to ship much stock and thus take advantage of a fine sales market. The local cooperage plant is well supplied with dry stock and has a sufficient supply on hand to run a long while, but dried stock at their Louisiana mills cannot be brought to market. Mr. White reported full capacity running on both kegs and barrels.

Paul Dysart, Jr., of the J. D. Hollingshead Co's Louisville office, reported slightly better business, especially in demand for poultry barrels, for shipping dressed poultry to Eastern markets. This demand will be better in November and December when turkey movement starts big. Flour apples and general produce barrels are more active than in September. The company has received fair shipments of steel hoops and was only down a short time on account of hoop shortage.

E. B. Norman, Sr., of the Holly Ridge Lumber Co., Louisville, which produces staves and heading at some of its Southern mills, recently made a trip South to inspect the mills and also to attend the wedding of his son, E. B. Norman, Jr., who is learning the mill business at the Holly Ridge, La., operation.

J. G. Brown, head of W. P. Brown & Sons' Lumber Co., Louisville, on October 7th announced plans for the erection of a $3,500,000 hotel at Fourth and Broadway, Louisville, on land purchased within the past two and a half years. The hotel will have 600 rooms and be sixteen stories high. Mr. Brown, who is very wealthy, has announced that he will build it himself, without selling stock, but may float bonds later on. Louisville has been short of hotel accommodation for some years past, this preventing the city from getting a good many conventions which otherwise would have come here.

NEW COOPERAGE COMPANY IN KANSAS

The Weinan Box and Cooperage Company has been organized by local interests of Atchison, Kansas, according to a report from that city. A modern plant designed for the manufacture of barrels and boxes, plans and specifications for which have already been drawn, will be erected with all possible speed. Details of the organization, such as personnel, capitalization, etc., have not yet been made public.

APPLE EXPORTS CONTINUE IN GOOD VOLUME. BARRELS PREDOMINATE AS EXPORT CONTAINERS

Apple exports as reported by Secretary R. G. Phillips of the International Apple Shippers' Association, have continued in good volume. Clearances for the week ending October 7 were 61,401 barrels and 23,706 boxes compared with 33,754 barrels and 58,470 boxes for the same week last year. Total exports to the fore part of the week had been 303,686 barrels and 146,167 boxes compared with 126,202 barrels and 144,011 boxes during the same portion of the 1921-1922 season.

Clearances have been as follows: To Liverpool, 14,942 barrels and 2,240 boxes; to London, 27,502 barrels and 5,340 boxes; to Glasgow, 17,512 barrels and 13,776 boxes; to Southampton, 169 barrels; to Bristol, 1,125 barrels and to Scandinavia, 150 barrels and 2,350 boxes. Shipments to Scandinavia include 300 boxes to Copenhagen and 150 barrels and 1,950 boxes to Christiania.

Pear exports for the week include 1,832 barrels and 461 boxes for Liverpool; 224 barrels, 1,067 half-boxes and 923 boxes for Glasgow and 600 boxes for Southampton.

EXPORTS OF COOPERAGE SHOW MARKED IMPROVEMENT

While it is difficult to find a cooperage exporter who is enthusiastic over the present state of the export outlook, it is nevertheless a fact that the situation is gradually bettering, and that the volume of exported material is growing with each passing month. The latest statistics available reveal a market trend which is, at least, encouraging enough to warrant the assumption that our foreign trade in staves and shooks will, in the near future, reach satisfactory proportions.

The total exports of cooperage stock—staves, cooperage shooks, heading and empty barrels and casks—for August were valued at $923,000, of which amount $484,000 covered staves and $215,000 cooperage shooks. Shipments of shooks and staves have increased each month during the present calendar year, the August valuations being more than double what they were in January. The total export trade in cooperage stock for the past eight months amounted to $4,895,000, the August exports being over $300,000 above the year's monthly average. While the proportion of cooperage shooks to staves varies from month to month, the year's total values are approximately the same, the monthly average of each being about $220,000.

While the export figures on cooperage shooks are not segregated by countries of destination in the preliminary statistics, those on staves are. These exports were as follows for the past eight months:

France	$561,547	Portugal	$110,393
Spain	275,846	British W. Indies	93,131
United Kingdom	198,097	All other	185,775
French Africa	169,738		
Canada	164,361	Total	$1,758,888

The exports of all cooperage for August and for the first two-thirds of 1922 follow:

Cooperage exports from the United States

Kinds.	August, 1922. Quantity.	Value.	Eight months ending August, 1922. Quantity.	Value.
Staves:				
Tight ....No..	2,304,914	$435,067	10,866,098	$1,399,873
Slack ....No..	3,709,437	48,708	20,805,577	359,015
Cooperage shooks:				
Tight ....set..	76,190	207,622	551,477	1,636,432
Slack ....set..	28,890	7,913	215,066	112,178
Heading ...set..	154,914	14,641	1,505,727	182,781
Barrels & casks, empty ....No..	63,301	209,104	392,793	1,204,524
Total		923,055		4,894,803

THE WOODEN BARREL AND HALF BARREL IN THE OIL-MARKETING TRADE

In the rules governing grades in petroleum and its products, as adopted by the National Petroleum Marketers' Association and the Western Petroleum Refiners' Association, in annual session at Congress Hall, Chicago, October 10th to 13th, the standards of measures are treated in the first section. In said section a wooden half barrel shall be designated as such when its capacity is from twenty-eight to thirty-five gallons, and a wooden barrel shall contain from forty-seven to fifty-two gallons. A third ruling is that "a half barrel and a barrel, when not otherwise specified, shall be considered a wood container."

Wood Waste in Cooperage Manufacture Can Be Turned Into Profitable By-Product. "Sawtelle Process" of Distillation Explained

The utilization of the wood waste that is incident to the manufacture of cooperage—a problem that has puzzled and practically "stumped" the resource of the industry—is a matter that is assuming greater importance and seriousness with the passing of time and the dwindling of our forest areas, and one that, sooner or later, will demand a satisfactory solution if we are to extract the utmost profit from our operations. There can be no denial that our present methods of production are wasteful, that we are annually throwing away hundreds of thousands of dollars in the scrap and refuse that is allowed to rot on our cut-over timber lands and that is disposed of as valueless at our manufacturing plants, and that this wasteful practice, viewed in the light of practical economics, amounts to a commercial crime. The partial use of the wood offal incident to our barrel producing activities, in the manufacture of small wooden ware specialties and for fuel, mitigates somewhat the degree of our economic offense, but the percentage of waste so utilized is not sufficiently large to clear our skirts of the charge of reckless extravagance.

Science Discovers Distillation Process

However, science has come forward with an answer to the vexing question of waste disposal, and mechanical genius has fashioned an apparatus that will turn what has hitherto been considered a worthless and annoyingly cumbrous waste product, into a commodity or a number of commodities, of commercial value for which a ready market awaits. Scientific researches into the realm of possible use for wood waste have resulted in the perfection of a process of distillation which yields products of sufficient value and in sufficient quantity to make the installation of the necessary apparatus a paying investment where the wood waste is available in even moderate measure.

The Sawtelle Process of Wood Distillation

Mr. Charles F. Squibb, Chemical Engineer, who has devoted years of study to the subject of wood distillation, describes in the following article "The Sawtelle Process of Wood Distillation" which probably represents the greatest advance that has been so far made in this line: Mr. Squibb says:

"The gasification of wood waste means the full utilization of forest and mill waste whereby not only is a better fuel value obtained over direct firing in the gas produced, but also a full return of chemical products of distinct value. Wood distillation in this country has been conducted until recent years almost entirely after the method of the charcoal burner for the production of lump charcoal. The art in this respect is one of the oldest practiced. About a decade ago it was found that comminuted cellulosic substances such as mill waste, hogged stuff of all kinds, as well as small stuff like fruit pits could be successfully gasified with a good return of chemical products and charcoal. Hogged (chipped) wood had often been used in gas producers or generators for the producer gas alone, but the successful adaptation of the gas producer to wood distillation whereby the liquid products are recovered, is quite recent.

"The Sawtelle process differs from processes of similar construction in that no charcoal is produced. The Charcoal formed in the producer by the carbonization of the wood is converted into producer gas for heat and power. Not only in this country, but also in Europe, has the adaptation of the gas producer to wood waste received careful attention. In the art, as a whole, the Sawtelle process marks a distinct advance from the simplicity of its construction and operation, as well as from its temperature control which gives a full yield of chemical products in their characteristic forms. In other words, secondary decomposition is avoided by keeping down the temperature of the vapor released from the wood so that no noticeable splitting or cracking of the vapor ensues.

"The process is closely analagous to smoking a pipe, in which case the alkaloidal and aromatic constituents of tobacco are tasted and appreciated, though the tobacco is burnt or carbonized. If these constituents did not distill, we would not pay the price of tobacco. Yet both kinds of these products of tobacco are easily broken down by heat.

"With the elimination of charcoal as a product, the Sawtelle process can be used with all species of woods, hard or soft. The liquid or chemical products vary with the varieties of wood used, but the producer gas generated from the charcoal has about the same composition and heat value from all species of wood.

"In the art of wood distillation as generally practiced, it is usual to season or dry the wood before carbonization. This is not necessary in the Sawtelle process, on the contrary, the moisture content of the wood serves a distinct purpose in acting as a retardant of secondary decomposition in the chemical transformation.

"The gaseous product being suitable either for heat or power gives a fuel value to the process that is unique in the art. This producer gas can be either returned to the mill or used to refine the liquid products, or applied to both purposes. In point of yield particularly from the class of woods used for slack or tight cooperage, the liquid products should more than pay for and maintain the whole plant with the gas for an additional profit.

"The fact that the charcoal is turned to gas and the vapor formed is protected from secondary decomposition, insures a yield of all the substances that can be extracted by distillation from the wood used. Such a return warrants reforestation of even a hard wood stand, and covers the cost of the protection of the existing stands. The chief chemical products of the process, acetic acid, wood spirits, oils and pitch, have such a stable commercial value, that there is a ready market for them at all times. The apparatus necessary to the operation of the "Sawtelle Process" is simple, strong and efficient, built in complete assembled units, and so designed that a cooperage stock mill or barrel factory may be equipped with a distilling plant comprising from one to a dozen or more units, according to the volume of wood waste available.

"The complete plant comprises a wood hog or chipper, three or more producers complete with their drives, storage tanks for the raw liquor, pumps and wells, together with a complete distillery for working up the chemical products, and a gas holder. The refining of the chemical products can be carried to whatever degree the market conditions permit.

"A ton of chips will yield approximately 1,000 pounds or more of liquid condensate or raw liquor, and 30,000 cubic feet of producer gas of a B. T. U. of 100 or better.

"Wood distillation as generally conducted is a twenty-four hour operation due to the importance of keeping the ovens or retorts continually hot. The stand-by losses in the Sawtelle process are so small as to permit an operating day of eight, sixteen or twenty-four hours.

"The construction is simple and mechanically well understood. The physical conditions during operation, such as temperature, speeds, etc., are so moderate as to bring the wear and tear down to a low point. When running on mill waste, the dust and fine chips are put through the hog with the slabs and edgings to make a uniform mixture containing about 25% of fines, as an excess of fines slows down the rate of gasification. Limb wood and slash can be worked up in the cutting by a portable "hog" driven by a traction engine, and the chips brought in with the logs."

Eventually Will Emulate the Meat Packers

The far-sighted and long-visioned cooperage stock or barrel manufacturer knows and acknowledges that the time is fast approaching when our industry will, of necessity, emulate the commercial thrift and thoroughness of the meat-packing trade which is reputed to work up into by-products everything but the ineffectual protests of the hapless animals that pass through its plants. Granting that the non-utilization of our tremendous wood-waste could find no grounds for justification in the event that a means is provided whereby we may avoid it, any plan or suggestion that holds forth reasonable promise of turning what is now a staggering and appalling loss into the channels of use and profit, deserves careful attention and close study.

STAVE FACTORY RESUMES OPERATIONS

The Bott Brothers Manufacturing Company, Warsaw, Ill., whose stave plant at Harrisonburg, Ark., has been shut down for some time, have again put the factory in operation and are running on a full-time schedule. The outlook in the cooperage business, from the Harrisonburg angle, is so promising that the company is purchasing all the stave bolts that are being offered by the surrounding producers.

USE OF WASTE PAPER SAVES TIMBER LAND

More than 300,000 acres of timber in the United States have been preserved this year for the future by the use of waste paper in the manufacture of new, Grellet Collins, president of the Book Paper Manufacturers' Association, told the members at their meeting in Chicago, October 18th.

"Every ton of waste paper that is used by the mills means just so much of our forest resources saved. The use of six tons of waste paper is equal to saving one acre of timber from devastation. This is no small matter when it is considered that the paper industry will use in 1922 nearly 2,000,000 tons of waste paper. Today waste paper is so scarce that it costs the manufacturer in some regions more than new wood pulp.

"With the new paper mills planned and under construction there should be no need for publishers to go beyond America for their 1923 newsprint requirements," R. S. Kellogg, secretary of the Newsprint Service Bureau, declared in an address before the Inland Daily Press Association.

"Newsprint importation of 135,000 tons from Europe in 1921 has fallen away," the speaker said, "and new mills and additions in the United States and Canada will go into operation next year with a capacity of 600 tons daily.

Advertising Budgets Are Being Increased

"We are in another period of general business increase," he said. "This means increasing production costs and rising commodity prices. Advertising agencies report a great increase in advertising budgets for next year."

NEW TURPENTINE METHODS DISCUSSED IN DEPARTMENT OF AGRICULTURE BULLETIN

In a bulletin just issued by the United States Department of Agriculture, Dr. Eloise Gerry of the Forest Products Laboratory, Forest Service, describes the production of oleoresin, or pitch, from which turpentine and resin are made. The crude gum is secured by wounding or cutting the trees with a sharp instrument and catching the gum, which slowly exudes from the cuts, in cups hung on the trees. The gum is formed by the tree in an effort to protect the wound. As the wound is kept fresh by new cuts made every week the tree is stimulated to produce much more oleoresin than normally.

The new bulletin describes the various systems of turpentining and their results, together with suggestions for future production and research. It may be obtained free of charge by writing to the Department of Agriculture and asking for Oleoresin Production, Bulletin No. 1,064.

MOTOR TRUCK TRANSPORTATION INCREASING

That the business of the nation is turning more and more to highway transportation is indicated by statistics on motor-vehicle registration as of July 1, compiled by the Bureau of Public Roads of the United States Department of Agriculture. Registration of passenger cars, taxis, buses and motor trucks totaled 10,620,471 on this date, an increase of 157,176, which is a healthy growth, as the first half of the year is the season for registration of new vehicles.

The surprising fact, however, is that of the 157,176 increase in registration, motor trucks constituted 116,701, against 35,030 passenger cars and 5,443 taxis and buses. This means an increase of over 16 per cent of the number of motor trucks at the beginning of the year. Figures are not available to show what part of the increase of 5,443, or nearly 11 per cent., in the taxi and bus registration is due to the increase in the number of buses traversing rural and suburban routes but it is very probable that a considerable part of the increase is due to the development of this new form of transportation.

It has been frequently said that the traffic is always ready and waiting when good roads are built, and that the commercial vehicle as a class is more handicapped by lack of good roads than the pleasure vehicle. The increase in the registration of commercial vehicles coupled with the present activity in highway construction, seems to bear out this statement in the opinion of department officials.

The table of statistics issued by the bureau shows a registration of 9,467,874 private cars, 55,990 taxis and buses, and 1,096,605 motor trucks, making a total of 10,620,471. Motorcycles are not included, there being 149,924 against 196,231 at the beginning of the year.

$1,000,000 TACK WORKS

Tacks will be the product of a $1,000,000 works which the Atlas Tack Corporation of Fairhaven, Mass. will build at St. Louis, Mo., the plant to include six buildings.

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THE BUFFALO COOPERAGE TRADE

The slack cooperage market is not very active at present, although this is the season when business should be on a good scale. Some country coopers have been turning out a fair number of apple barrels, but they complain that a good deal of the business is going to the basket manufacturers. In the flour trade some spurts occur at times, but just now the shops have no large amount of work on hand.

The Slack Stock Market

Prices of material are a little lower than a month ago on both staves and heading, with hoops holding firm. Quotations on October 20th were as follows:

No. 1, 30-inch elm staves	$14.50a15.00
No. 2, 30-inch elm staves	11.00a11.50
No. 1, 30-inch gum staves	14.00a14.50
No. 1, 28½-inch elm staves	14.50a15.50
No. 1, 28½-inch gum staves	14.00a14.50
No. 2, 28½-inch gum staves	10.50a11.00
Mill run, 28½-inch gum staves, fruit	10.50a11.00
Six-foot hoops; six-foot-nine hoops	14.50a15.50
No. 1, 19⅛-inch basswood heading	11½a12c
No. 1, 19⅛-inch gum heading	11½a12c
No. 1, 17⅛-inch basswood heading	10½a11c
No. 1, 17⅛-inch gum heading	10½a11c

Do Apple Growers Know How to Handle Their Crop to Advantage

The apple crop is too large for the trade. While it is not as immense as at one time it was thought to be, the fruit has to be of pretty good quality to command a ready sale. So it happens that in some sections where apples are known not to be of the best, the demand is very light. Others are able to get about $3 a barrel for their fruit, and at 65 cents for the barrel and a moderate cost for picking, packing and shipping, the farmer is going to get something out of it. The crop moves at a slow pace because both workers and cars are scarce. Still, it is probable that there is enough money in the crop so that some care will be taken of the trees for the next crop.

Farmers are very fickle in this respect, and when a crop does not pay one year, they rush off to some other one, and quite as often as not find out they have missed it again. This is one reason for bad fluctuations in crops, and it would seem that people ought to know better.

Will Store Apples and Await Better Prices

William P. Rogers, a leading fruit grower of Wayne County, and president of the farm bureau, says he will store about 9,000 bushels of picked apples this winter, believing that by January or February prices will be better. He advises other growers to take the same step.

According to a ruling by Inspector Wheaton, of Sodus, N. Y., in charge of inspection work on shipping apples under the grading law, no apples affected by frost in any degree can be packed as Grade A fruit.

Buffalo Growing as a Milling Center

Buffalo is about to take a long step forward in the manufacture of flour. The Pillsbury Flour Mills Co., Minneapolis, has let the contract for a 7,500 barrel mill to be erected as soon as possible on its property on South Michigan Street, on the water front. This is about the way the Washburn-Crosby Co. started here about twenty years ago just across this same street, and it is now able to turn out 21,000 barrels a day, if so much is called for. Last year this company made nearly as much flour here as it did in Minneapolis, and the Buffalo district altogether, including Niagara Falls, made about 45 per cent. as much flour as Minneapolis produced.

Price of Tight Barrels Is Strengthening

Tight barrels are showing much strength in price. On vinegar barrels the following delivered quotations are made: Gum, $2.70; red oak, $3; white oak, $3.20. A sharp advance has taken place in the past month, due, it is explained, to the buying of barrels on a large scale by the oil people. An active cider and vinegar season is looked for, but barrel buying is not heavy yet.

Fruit Package Manufacturers' Association Hold Annual Meeting

The National Basket and Fruit Package Manufacturers' Association held its annual meeting at the Hotel Statler on October 10th and 11th and visited the Niagara Falls and Lockport territory by auto on the 12th, stopping in the latter city at the plant of the Merritt Mfg. Co. for a visit of inspection. About one hundred manufacturers of baskets, hampers and crates attended the meeting. They reported the business outlook promising. The next annual convention will be held in Louisville, Ky.

E. B. Holmes Appointed Fuel Administrator

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., has been chosen fuel administrator of the eighth judicial district, to succeed A. C. Goodyear, who has resigned on account of his acceptance of the office of treasurer of the Republican party of the State. Mr. Holmes is well known in the business world here, and during the war he was a leader in the various Liberty loan and war savings stamps campaigns. He was also in charge of the Smileage campaign. He participated in the movement to boost the University of Buffalo financially and has assisted in various charity campaigns. He is active in politics, and is chairman of the campaign fund committee of the Republican party in Erie County. He will undoubtedly fill the new position with credit to himself and the satisfaction of the coal consumers.

W. K. Jackson, president of Jackson & Tindle, is in Michigan, visiting the mills of the firm, which are now running actively.

W. G. Pennypacker, Jr., finds trade rather light in slack cooperage material, though the fruit crop is large and some coopers are taking fair stocks.

L. E. ROOKS BARREL AND BOX MANUFACTURING COMPANY INCORPORATES

The L. E. Rooks Barrel and Box Manufacturing Company, of Jackson, Tennessee, has applied for articles of incorporation under an authorized capitalization of $200,000. The incorporators of the company are L. E. Rooks, T. I. Taylor, A. E. Heimer, H. C. Ross, Lawrence Taylor, W. T. Fitts, J. E. Mercer, J. B. Foltz and H. C. Pearson. The Rooks factory has been in operation for some time, but the increased business that has lately been put on the books, and the inadequacy of the present plant to cope with the enlarging demand for its products has made expansion imperative. Plans for additions in buildings and equipment have already been formulated, which, when completed, will give the factory working facilities for 200 employes. Barrels, hampers and a patented strawberry crate are the chief items manufactured by the company.

MORRISON HOOP AND LUMBER COMPANY NEWLY ORGANIZED

The Morrison Hoop & Lumber Company, Inc., is the corporate title of a new cooperage concern recently organized and which has established headquarters in the Central Bank Building, Memphis, Tennessee. The new company, which is an outgrowth of the former Morrison Hoop Company, of Mound City, Illinois, will engage in the manufacture and sale of wooden hoops and lumber. The personnel of the organization includes men well known and of wide experience in the cooperage and lumber business, whose past performances in these lines give assurance of a business-like administration of the affairs of their present company. Among those who will take an active part in the conduct of the concern are Mr. W. E. Morrison, who has been identified with the cooperage industry for over thirty years and who will act in an advisory capacity; Mr. E. C. Morrison, who will have active charge of the sales department; Mr. J. H. Hines, of the J. H. Hines Company, who has had many years' experience in the lumber and timber business, will have charge of the manufacturing department; and Mr. B. K. Boydston, auditor, who will handle the accounting department. The official register of the company shows E. C. Morrison, President; W. E. Morrison, Vice-President; J. H. Hines, Treasurer; B. K. Boydston, Secretary.

PITTSBURGH BARREL AND COOPERAGE COMPANY CHANGES PLANT LOCATION

The Pittsburg Barrel and Cooperage Company, which formerly occupied the premises at Smallman and 22d Streets, Pittsburgh, has moved to larger and more conveniently appointed quarters at 1325 to 31 Liberty Avenue, where the business has been installed in a modern and up-to-date plant located in what is practically the heart of the city, its present home being only two blocks removed from the Pennsylvania Railroad station. The new establishment is equipped with every device necessary to the recoopering of used barrels, both tight and slack, and the storage yard which adjoins it has ample facilities for the handling of a hugh stock of containers. Mr. C. L. Luntz, the proprietor of the company, is known as one of the most progressive dealers in the second-hand trade, and his wide circle of friends in the trade, as well as the great number of purchasers whose patronage he enjoys, will doubtless be pleased to learn that his company is making steady progress along the paths of business growth and plant improvement. The new centrally located plant, together with a branch plant on Neville Island, on the outskirts of the city, which is also owned and operated by the Pittsburgh Barrel and Cooperage Company, enables this concern to offer the consumers of Pittsburgh and vicinity a complete used-barrel service, fully capable of meeting the needs of the market in either tight or slack containers, in any quantity, and on short notice.

THEY ARE MAKING CIDER IN NEW YORK—BARRELS WILL BE NEEDED

The manufacture of cider, in and around Dundee, N. Y., which is ordinarily a large industry, but which was practically suspended last season due to the great scarcity of apples, was opened in full blast for the 1922 season. There is an abundant crop of apples all through the surrounding country and cider manufacturers are looking forward to a very busy and prosperous fall. A great quantity of the goods made in this section are shipped in bulk, and barrels and kegs are in good demand among the cider mills.

—FOR SALE—

Slack Stave Mill **Egg Case Factory** **Saw Mill**

ALL THREE IN ONE OPERATION!!

$12,000.00

Excellent Location **Rail and Water Transportation** **Timber Plentiful**

AN UNUSUAL OPPORTUNITY

Address "J. M.," care The National Coopers' Journal, Philadelphia, Pa.

Machinery for Sale

Two Complete Tight Barrel Stave Mills
Four Oram Wheel Jointers
Two Oram Planers
All necessary Line Shafts and Pulleys
Write us for prices

ARKADELPHIA MILLING COMPANY - - - Arkadelphia, Ark.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

COOPERAGE MACHINERY FOR SALE

Oram Dreadnaught Stave Planer, 24" circle.
Oram Double Independent Stave Wheel Jointer, 36".
Oram Heading Jointer with dowel attachments.
Trevor Improved Jumbo 60" Heading Saw Machine.
24" Improved Re-steel Gerlach Drum Saw Machine.

Address "BARGAIN,"
Care of THE NATIONAL COOPERS' JOURNAL,
Philadelphia, Pa.

FOR SALE—The following cooperage machinery and shop equipment:

One Naughton-Weimar hoop-driving machine.
One Naughton-Weimar barrel-washing machine.
One vertical steam engine, manufactured by the New York Steam Power Company.
One glue jacket kettle, shafting, pulleys, etc.

Address "EQUIPMENT," care The National Coopers' Journal, Philadelphia, Pa.

FOR SALE—
60" Jumbo Trevor heading saw.
Oram double wheel stave jointer.
Oram heading rounder.
Whitney 20" drum stave saw.
Whitney 24" drum stave saw.
Michels outfit cut hoop machinery.
All machines guaranteed.
WAYNE MACHINERY COMPANY,
Fort Wayne, Indiana.

FOR SALE—One E. & B. Holmes No. 16½" barrel sander, practically new. Also three Holmes wooden hoop stapling machines in good condition. Address INTERNATIONAL COOPERAGE CO., INC., Niagara Falls, N. Y.

POSITION WANTED

WANTED.—Position by married man, with 20 years' experience in slack barrel business. Can take active charge as manager or superintendent. Familiar with Holmes machinery. Address "MANAGER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

MACHINERY FOR SALE

FOR SALE
REBUILT STAVE and HEADING MACHINERY
Two Greenwood Heading Turners.
One Heading Sawing Machine.
One No. 4 Stave Cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

FOR SALE—
200—5' roller bearing dry kiln trucks.
24—6½' roller bearing dry kiln trucks.
Guaranteed—good condition.
WAYNE MACHINERY COMPANY,
Fort Wayne, Indiana.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.

E. HENNING, INC., Borland Bldg., Chicago.

PLANT FOR SALE

FOR SALE—SECOND-HAND COOPER SHOP

Cooper shop for preparing second-hand oil and all other tight barrels Plant is located in Chicago and now running and fully equipped with machinery, boilers, motors, washing machines, conveyors and all equipment which makes a modern shop. Buyer can step in and start operating immediately. This is a bargain for a quick buyer. Address "SECOND-HAND," care The National Coopers' Journal, Philadelphia, Pa.

FOR SALE—One complete stave mill, also one Monarch tractor, located at Fordoche, La. Apply POINTE COUPEE STAVE & LUMBER CO., 3134 Chartres St., New Orleans, La.

TIMBER LANDS FOR SALE

FOR SALE—TIMBER LAND

Hardwood timber on 17,000 acres of land, from which larger mill logs are being removed. Reasonable arrangements may be made by responsible purchasers. A good proposition for handle or slack barrel factory. Write care P. O. Box 609, Opelousas, La.

MACHINERY FOR SALE

FOR SALE—72 x 20 ft. horizontal tubular boiler. A bargain for someone. F. SMITH & SON, Clinton, Iowa.

MACHINERY WANTED

STAVE and HEADING MACHINERY WANTED

1—24" Whitney Stave Saw.
1—20" Whitney Stave Saw.
2 Bolt Equalizers.
1 Straight or Oram Thin Hoop Driver.
1 set Slack Stave Machinery.
1 set Tight Heading Machinery.
Address "MACHINERY," care The National Coopers' Journal, Philadelphia, Pa.

HELP WANTED

WANTED—Foreman for slack barrel cooper shop. Must be familiar with Holmes machinery and understand every position in the shop. Address "SLACK," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Hickory hoop cask maker who can cut heads and shave hoops. Address MORRIS WALSH SONS, 813 Sarah Street, South Side, Pittsburgh, Pa.

SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and Tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

STOCK WANTED

STOCK WANTED.—Several cars 35 to 36-inch white oak, sawed or bucked, oil staves, K/D and J. DALLAS COOPERAGE CO., Dallas, Texas.

STOCK FOR SALE

FOR SALE.—Several cars fir tank 2¾ to 3-inch lumber; 3½ to ⅞-inch round iron hoops with lugs. DALLAS COOPERAGE CO., Dallas, Texas.

FOR SALE.—200,000 4½-foot shaved birch strap hoops for immediate shipment. Can furnish ash and birch in any lengths for later shipment. Also 2,000 acres of timber land for sale. Address H. H. ALLAN, Dennysville, Maine.

H. ARENSON & CO.
Cooperage Stock Our new plant with warehouse and yard facilities will allow us to store and repair barrels in large quantities. We conduct a general second hand barrel business, also represent the largest manufacturers in the country **Kegs and Barrels**
Your inquiries are respectfully solicited
238 FOURTH AVENUE PITTSBURGH, PA.

BRUCE T. WARRING
3256 K STREET, N. W. WASHINGTON, D. C.
Dealer In
All Kinds of Second Hand Empty Barrels
30 YEARS' EXPERIENCE
Can Furnish You Barrels for All Purposes
Write Me When In Need
West 1277 Res. West 2224

ESTABLISHED 1884
GEORGE W. STONE, Jr., & SONS
DEALER IN ALL KINDS OF
SECOND-HAND BARRELS and HOGSHEADS
All orders receive prompt and efficient attention. Let us serve you.
WAREHOUSE AND YARDS
1234-1240 SEVENTH STREET, S. W. **Washington, D. C.**

Pittsburgh Barrel and Cooperage Company
DEALERS IN
TIGHT AND SLACK BARRELS
Our new plant location gives us a storage space for 20,000 barrels, so that we are always equipped to fill all orders promptly.
LET US SERVE YOU
1325-31 Liberty Avenue PITTSBURGH, PA.

MATT RACKI
Manufacturer of
All Kinds French Claret Staves
Slavonian Hand Made
Quality and Satisfaction Guaranteed
No Order too small or too large **Kirbyville, Texas**

Established 1860. Incorporated 1892. Long Distance Telephone, 1155 and 1156 Bergen

C. HEIDT *and* SON
Jersey City Cooperage
Jersey City, N. J.
Manufacturers of New Flour, Sugar, Fruit and Half Barrels. Also all kinds of New Heading, Staves, Hoops, etc.
Dealers in Second-Hand Flour, Sugar, Lard, Oil, Whiskey, Glucose and Molasses Barrels of all descriptions. Shooks for Export a Specialty
Office, Fairmount Ave., Cor. Amity St. Factory & Storehouses, 42-56 Fairmount Ave.

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

WESTERN NEW YORK Butt or Heading Coopers' Flag
Flag
THE FINEST GRADES GROWN
A large supply constantly in stock
R. E. TRAVER, Montezuma, N. Y.

CALIFORNIA BARREL CO.
22nd and Illinois Sts. San Francisco, California
MANUFACTURERS OF
BARRELS, KEGS, KITS AND PAILS
OF ALL SIZES FOR DRY OR LIQUID PRODUCTS

FOUNDED 1850 *(NEW YORK AND PHILADELPHIA)* *INCORPORATED 1900*
We are large buyers of Slack Cooperage Stock of all kinds, and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS
Moore St., Water to Swanson Sts. *PHILADELPHIA, PA.*

Are you in touch with the buying powers in the cooperage industry?
For a live wire connection
TRY THIS SPACE

THE MICHEL COOPERAGE CO.
Manufacturers
WINE, PICKLE *and* OIL COOPERAGE
ALWAYS IN THE MARKET FOR SQUARE HEADING AND STAVES OF ALL KINDS. QUOTE PRICES
SANDUSKY - - OHIO

WRIGHT BARREL & EXPORT CO., Inc.
Successors to WRIGHT BARREL AND COAL CO.
JACKSONVILLE, FLORIDA
Manufacturers of **TIGHT COOPERAGE**
Oil and Tallow Shooks for Export
Correspondence Solicited

THE JOSEPH BOGNER BARREL MANUFACTORY
BUYERS AND SELLERS OF
EMPTY TIGHT BARRELS
GLUCOSE, OIL, VINEGAR, WHISKEY, ETC.
We are the largest buyers and sellers of barrels in Western New York. Storage room for 30,000 packages. Good stock always on hand. Satisfactory prices. Quick deliveries. Let us know your requirements.
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BUFFALO, N. Y.

PENSACOLA COOPERAGE CO.
Manufacturers of HIGH-GRADE **TIGHT and SLACK BARRELS**
Also Kiln-dried and Jointed RED OAK STAVES and CIRCLED HEADING
Office and Plant
DE SOTO and TARRAGONA STS. PENSACOLA, FLA.

COOPERS' FLAG
BUTT FLAG
LONG FLAG
TOP FLAG
QUALITY THE BEST AND PRICES RIGHT
ADDRESS
JOHN C. FRANTZ : Seneca Falls, N. Y.
Successor to C. L. FRANTZ

SOUTHERN COOPERAGE COMPANY
Manufacturers of and Dealers in all kinds of **Cooperage**
MATCHED STOCK A SPECIALTY
Office and Factory, 3134-3160 Chartres Street, New Orleans, La.
MILLS, FORDOCHE, LA.

THE HARLAN-MORRIS MFG. CO. JACKSON TENNESSEE
Manufacturers of all Kinds of
Tight-Barrel Staves and Circled Heading
From WHITE OAK, RED OAK, ASH and GUM
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi and Arkansas

ESTABLISHED 1886
STANDARD HOOP CO.
LIMITED
Manufacturers of **COILED ELM HOOPS** 3 ft. to 8 ft. Long
ALSO HEADLINERS
Write us for prices when in want.
BAY CITY, MICHIGAN

FRANCIS STAVE & LUMBER CO.
MANUFACTURERS OF
White and Red Oak Staves
Of All Kinds from 12 in. to 36 in. Long
Also all kinds of White and Red Oak Lumber, Railroad Ties and Crossing Planks
We solicit your inquiries
BLACK -:- MISSOURI

ECKHARDT & LENNON CO., Inc.
Manufacturers of
All Kinds :: TIGHT BARREL HEADING AND STAVES ::
Mills at Monroe, Winnsboro and Gallion, La.
MAIN OFFICE - - - - - Monroe, La.

REINSCHMIDT STAVE CO.
...MANUFACTURERS OF...
Tight and Slack Barrel Staves
AIR-DRIED AND LISTED
Red, Water and White Oak Staves. Also Slack Barrels — Pine Staves
PLANTS—Quitman, Ga., and Loughridge, Fla.
Address all Correspondence and Orders to QUITMAN, GEORGIA

FRUIT BARREL STAVES
SAWN CHESTNUT, DRESSED OR ROUGH
YOU WILL LIKE THEM—WRITE US NOW
TREXLER COOPERAGE CO.
ALLENTOWN - - PENNSYLVANIA

HICKSON-ROGERS MANUFACTURING CO.
MANUFACTURERS OF
Dowel Pins, Tight Barrel Staves — *Club Turned Oak and Hickory Spokes*
[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US]
PARAGOULD - - ARKANSAS

Are you in touch with the buying powers in the cooperage industry?
For a live wire connection
TRY THIS SPACE

W. W. Wilson & Wrape Stave Company
MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
White Oak Red Oak Gum and Ash
LITTLE ROCK :-: :-: ARKANSAS

We Solicit your inquiry for Hardwood Nail Keg Heading and Box Shooks
The J. V. WALSH CO.
Slack COOPERAGE Stock
All Sizes and Grades
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TRY THIS SPACE

J. M. PEEL & BROTHER
MANUFACTURERS
COILED ELM HOOPS
We are prepared at all times to make prompt shipment in any quantity anywhere
Write us NOW!
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WE ARE BUYERS OF
STAVES, HOOPS & HEADING
For Tight and Slack Cooperage
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LONDON OFFICE—Dashwood House, 9 New Broad St., E. C.

FIELDS-LATTA STAVE CO.
Manufacturers of HIGH GRADE
Slack Barrel Staves
If QUALITY and SERVICE are what you want, "WE'VE GOT IT."
DYERSBURG Office and Plant TENNESSEE

W. A. TSCHUMY & COMPANY
Manufacturers and Dealers in
Slack Cooperage Stock
OUR SPECIALTIES
GUM APPLE BARREL STOCK PINE TRUCK BARREL STOCK
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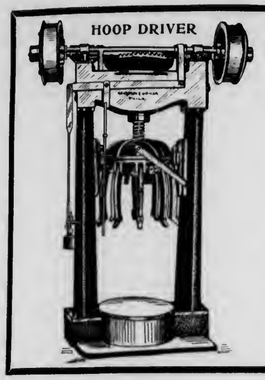
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WEIMAR ENGINEERING WORKS
BUILDERS OF..... Hoop Driving, Barrel Washing and Bung Hole Boring Machines
Special Machines Built to Order
In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.
Let us know your requirements
WESTMORELAND and JASPER STREETS
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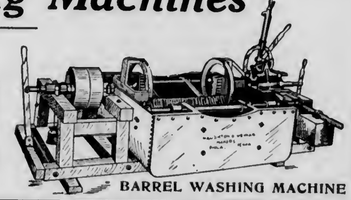
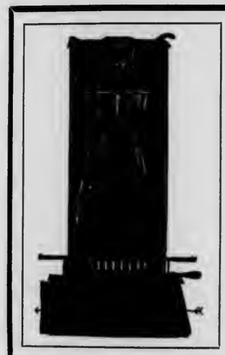
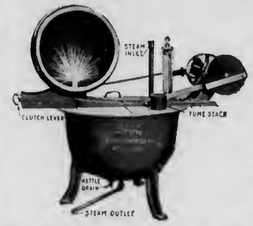

BARREL WASHING MACHINE


THIS IS
The Jacobs' Heater
With new solid base and other improvements, making it now
The Best and Most Satisfactory Barrel Heater on the Market
K.W. JACOBS COOPERAGE CO.
MILWAUKEE, WIS.

CLEVELAND SPRAYING MACHINES


For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.
A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. ***Capacity*** as fast as the men can handle the cooperage.
We also build Superheaters and Branding Machines.
Eureka Machine Co. 2605 VEGA AVENUE **Cleveland, O.**

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Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths
PROMPT DELIVERIES
24th Street and A. V. R. R., PITTSBURGH, PENNSYLVANIA

L. E. MANKIN
Manufacturer and Shipper of
ALL GRADES OF
OAK STAVES
¾ x 18 to 34 Inches
Your orders solicited, address
LEWISBURG -:- W. VA.

A. M. WELTI & BRO.
Manufacturers of
Tight Cooperage
Milk, Oil and Lard Tierces and Kegs
7832 Kinsman Road CLEVELAND, O.

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FREIGHT RATES TO

St. Louis, 13c		New Orleans, 21.5c	
Louisville, 20.5c		Buffalo, 31.5c	
Chicago, 16c		Pittsburgh, 31.5c	
Milwaukee, 23.5		Norfolk, 41c	
Kansas City, 21.5c		New York, 43.5c	

CAN YOU BEAT 'EM?
O. L. Bartlett, *Manufacturer*
BOX 238 -:- MOUND CITY, ILL.

GEORGE H. SEAGREAVES
Manufacturer of
34" OIL BARREL STAVES
Shorts 24" to 30" long
Prompt Shipments
WILSONDALE :: W. VA.

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IS the kind of advertising that tells in the end. Every reader of a trade paper examines the advertising pages about as closely as he does the reading pages. Your advertisement placed in one issue and then withdrawn, or inserted only for a few issues, does not begin to make the impression on a reader that a permanent advertisement does. **It would not be wise to expect every reader is ready to buy the minute he sees your advertisement.** It may be three months, six months, or a year, before he is in the market for your particular line. If you run your advertisement for only a short time, and then withdraw it, you will miss the inquiry of the reader who will be in the market a little later. You and your advertisement may be forgotten.

The firm who advertises continuously is the firm remembered by the reader when ready to buy. Therefore, don't make the mistake of thinking the buyer is likely to remember you unless you remember him by placing your goods before him in each issue of the paper he makes a practice of reading. The **one sure way to win business,** and to hold it, **is to go after it** and keep after it.

THE NATIONAL COOPERS' JOURNAL will take your messages straight to the buyer, no matter where he is. It's our business to know where he is, and we do.

Place your 1923 advertising contract now

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Parties wanting anything that comes under any of the following heads, will do well to remember that these are the most reliable and trustworthy manufacturers and dealers in their respective lines. Always mention this paper when writing. I. F. C. means Inside Front Cover. I. B. C. means Inside Back Cover.

BARREL ELEVATORS AND CONVEYORS

Page
Hollingshead Co., J. D., Chicago, Ill. 25
Oram Co., The John S., Cleveland, Ohio 16-17

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. 6
Hollingshead Co., J. D., Chicago, Ill. 25
Hynson Company, The, St. Louis, Mo. ....I. F. C.

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y. ....I. F. C.
Oram Co., The John S., Cleveland, Ohio 16-17
Rochester Barrel Machine Wks., Rochester, N. Y. ....Back Cover
Weimer Engineering Works, Philadelphia, Pa. 29

COOPERS' FLAG

Colwell Cooperage Co., New York, N. Y. 6
Frantz, J. C., Seneca Falls, N. Y. 27
Henning, Inc., E., Chicago, Ill. 18
Hollingshead Co., J. D., Chicago, Ill. 25
Traver, R. E., Montezuma, N. Y. 27

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y. 6
Hollingshead Co., J. D., Chicago, Ill. 25
Hynson Company, The, St. Louis, Mo. ....I. F. C.

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 28
Hollingshead Co., J. D., Chicago, Ill. 25
Hynson Company, The, St. Louis, Mo. ....I. F. C.

DRAG SAWS, ETC.

Hill-Curtis Co., Kalamazoo, Mich. ....I. B. C.
Hollingshead Co., J. D., Chicago, Ill. 25
Pennoyer Co., J. C., Chicago, Ill. 8
Rochester Barrel Machine Wks., Rochester, N. Y. ....Back Cover

EXPORTERS

Arkadelphia Milling Co., Arkadelphia, Ark. 26
Chickasaw Cooperage Co., Memphis, Tenn. ....I. B. C.
Henning, Inc., E., Chicago, Ill. 18
Hollingshead Co., J. D., Chicago, Ill. 25
Jerry Co., Stephen, Brooklyn, N. Y. 6
Moore Stave Co., Lucas E., New Orleans and New York 7
Pekin Cooperage Co., 25 Broadway, New York, N. Y. ....I. B. C.

HOOP MACHINES

Hynson Company, The, St. Louis, Mo. ....I. F. C.
Rochester Barrel Machine Wks., Rochester, N. Y. ....Back Cover

MACHINE KNIVES AND SAWS

Gerlach Co., The Peter, Cleveland, Ohio ....I. B. C.
Hollingshead Co., J. D., Chicago, Ill. 25

NAILS, STAPLES, TACKS, ETC.

Colwell Cooperage Co., New York, N. Y. 6
Hynson Company, The, St. Louis, Mo. ....I. F. C.
Stanley Co., The Geo. W., Belleville, Ill. 27

PAIL AND TUB MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio ....I. B. C.
Hollingshead Co., J. D., Chicago, Ill. 25

SECOND-HAND BARRELS

Page
Arenson & Co., H., Pittsburgh, Pa. 27
Begner Bbl. Manufactory, The Joseph, Buffalo, N. Y. 27
Connolly, Inc., John, Hoboken, N. J. 30
Heidt & Son, C., Jersey City, N. J. 27
O'Connor Co., J. J., Jersey City, N. J. 30
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa. 27
Stone, Jr., & Sons, George W., 1234 7th St., Wash., D. C. 27
Warring, Bruce T., Washington, D. C. 27

SPRAYING MACHINES

Eureka Machine Co., 2605 Vega Ave., Cleveland, Ohio 29
Hollingshead Co., J. D., Chicago, Ill. 25

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 18
Hollingshead Co., J. D., Chicago, Ill. 25
Pennoyer Co., J. C., Chicago, Ill. 8
Pennypacker, Jr., Wm. G., Buffalo, N. Y. ....Front Cover
Southern Cooperage Co., New Orleans, La. 28
Struthers-Ziegler Cooperage Co., Detroit, Mich. ....Front Cover
Van Aken Cooperage Co., C. M., 141 Broadway, New York 4

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 6
Connolly, Inc., John, Hoboken, N. J. 30
Heidt & Son, C., Jersey City, N. J. 27
Hollingshead Co., J. D., Chicago, Ill. 25
Illinois Cooperage Mfg. Co., Chicago, Ill. 6
O'Connor Co., Inc., J. J., Jersey City, N. J. 30
Pensacola Cooperage Co., Pensacola, Fla. 27
Skuse's Cooperage, Rochester, N. Y. 6
Walsh Sons, Morris, Pittsburgh, Pa. 15

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 29
Colwell Cooperage Co., New York, N. Y. 6
Crozel Stave Corporation, The, Grand Rapids, Mich. 3
Davis Co., The W. M., Memphis, Tenn. 18
Fields-Latta Stave Co., Dyersburg, Tenn. 28
Gideon-Anderson Co., St. Louis, Mo. 8
Henning, Inc., E., Chicago, Ill. 18
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo. 4
Hollingshead Co., J. D., Chicago, Ill. 25
Independent Cooperage Co., Fort Wayne, Ind. 8
Jerry & Co., Stephen, Brooklyn, N. Y. 6
Mankin, L. E., Lewisburg, W. Va. 29
Mill Shoals Cooperage Co., St. Louis, Mo. 15
Morris Walsh Sons, Pittsburgh, Pa. 15
Murray, C. E., Decherd, Tenn. 6
New Hampshire Stave & Hdg. Co., 79 Wall St., New York 15
Peel & Bro., J. M., Lake Village, Ark. 28
Pennoyer Co., J. C., Chicago, Ill. 8
Pennypacker, Jr., W. G., Buffalo, N. Y. ....F. C.
Porsell & Co., A. L., Chicago, Ill. 4
Powell Cooperage Co., Memphis, Tenn. 5
Reinschmidt Stave Co., Quitman, Ga. 28
Sheahan Co., B. C., Chicago, Ill. 6
Skuse's Cooperage, Rochester, N. Y. 6
Smith Lumber Co., W. T., Chapman, Ala. 6
Standard Hoop Co., Bay City, Mich. 28
Struthers-Ziegler Cooperage Co., Detroit, Mich. ....Front Cover
Sutherland-Innes Co., Ltd., Chatham, Ont. 7
Trexler Cooperage Co., Allentown, Pa. 28
Tschumy & Co., W. A., Norfolk, Va. 28
Vail Cooperage Co., The, Fort Wayne, Ind. 4
Vail-Donaldson Co., The, St. Louis, Mo. 3
Van Aken Cooperage Co., C. M., 141 Broadway, New York 4
Voll Cooperage Co., St. Louis, Mo. 8
Walsh Co., The J. V., Pittsburgh, Pa. 28
Wylie & Wilson, Saginaw, Mich. 15

STAVE AND HEADING MACHINERY

Page
Gerlach Co., The Peter, Cleveland, Ohio ....I. B. C.
Hollingshead Co., J. D., Chicago, Ill. 25
Holmes Machinery Co., E. & B., Buffalo, N. Y. ....I. F. C.
Oram Co., The John S., Cleveland, Ohio 16-17
Rochester Barrel Machine Wks., Rochester, N. Y. ....Back Cover
Trevor Manufacturing Co., Lockport, N. Y. ....I. B. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago-New York 6
Beebe Stave Co., Little Rock, Ark. 4
Hanlon-Gregory Co., Pittsburgh, Pa. 25
Hollingshead Co., J. D., Chicago, Ill. 25
Henning, Inc., E., Chicago, Ill. 18

STOCK BUYERS

Henning, Inc., E., Chicago, Ill. 18
Hollingshead Co., J. D., Chicago, Ill. 25
Sheahan Co., B. C., Chicago, Ill. 6
Webster & Bro., Ltd., James, Liverpool, England 28

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Cal. 27
Chickasaw Cooperage Co., Memphis, Tenn. ....I. B. C.
Cleveland Cooperage Co., Cleveland, Ohio 1
Connolly, Inc., John, Hoboken, N. J. 30
Frazier Company, G. I., Nashville, Tenn. 18
Hollingshead Co., J. D., Chicago, Ill. 25
Hudson & Duggar Co., Inc., Memphis, Tenn. 2
Michel Cooperage Co., Sandusky, Ohio 27
Moore Stave Co., Lucas E., New Orleans and New York 7
O'Connor Co., J. J., Jersey City, N. J. 30
Pekin Cooperage Co., 25 Broadway, New York, N. Y. ....I. B. C.
Pensacola Cooperage Co., Pensacola, Fla. 27
Sutherland-Innes Co., Ltd., Chatham, Ont. 7
Walsh Sons, Morris, Pittsburgh, Pa. 15
Welti & Bro., A. M., Cleveland, Ohio 29
Wright Barrel and Export Co., Jacksonville, Fla. 27

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Colwell Cooperage Co., New York, N. Y. 6
Harlan-Morris Mfg. Co., Jackson, Tenn. 28
Henning, Inc., E., Chicago, Ill. 18
Hollingshead Co., J. D., Chicago, Ill. 25
Moore Stave Co., Lucas E., New Orleans and New York 7
Mt. Olive Stave Co., Batesville, Ark. 4
Pennoyer Co., J. C., Chicago, Ill. 8
Sheahan Co., B. C., Chicago, Ill. 6
Sutherland-Innes Co., Ltd., Chatham, Ont. 7
Wilson, W. W., & Wrape Stave Co., Little Rock, Ark. 28
Wrape Co., The Henry, St. Louis, Mo. ....Front Cover

TIGHT STAVE MANUFACTURERS

Arkadelphia Milling Co., Arkadelphia, Ark. 26
Frazier Company, G. I., Nashville, Tenn. 18
Henning, Inc., E., Chicago, Ill. 18
Hollingshead Co., J. D., Chicago, Ill. 25
Moore Stave Co., Lucas E., New Orleans and New York 7
Reinschmidt Stave Co., Quitman, Ga. 28
Seagreaves, Geo. H., Wilsondale, W. Va. 29
Sutherland-Innes Co., Ltd., Chatham, Ont. 7
Wilson, W. W., & Wrape Stave Co., Little Rock, Ark. 28
Wrape Co., The Henry, St. Louis, Mo. ....Front Cover

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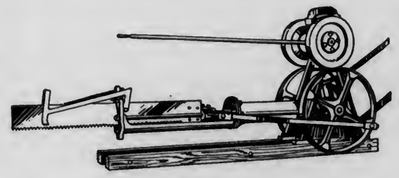

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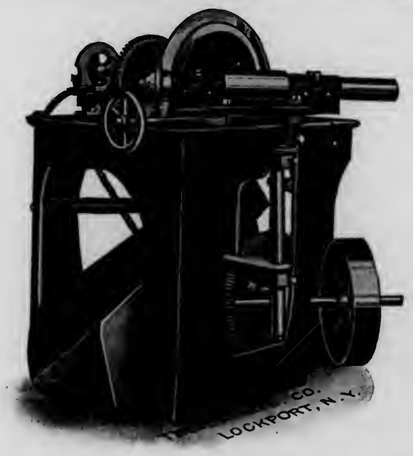

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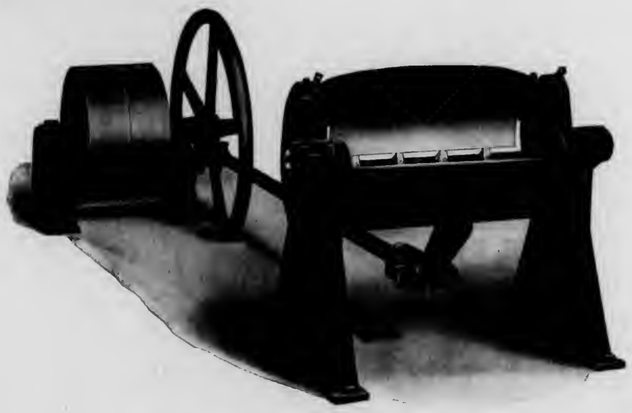

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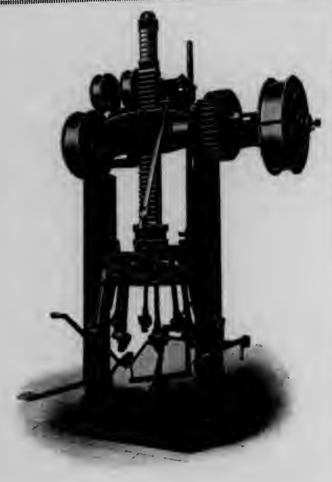

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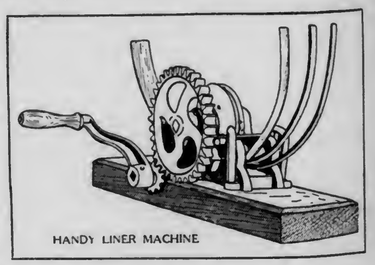

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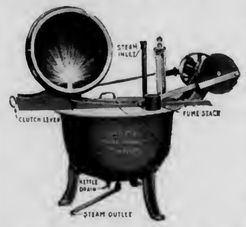

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The W. M. Davis Stave Company

The National Coopers' Journal

THIRTY-EIGHTH YEAR | PHILADELPHIA, DECEMBER, 1922 | $2.00 PER YEAR VOL. XXXVIII, No. 8

New Orleans Reports Sugar-Grinding Season at Its Height. Shows Comparative Saving in Sugar and Syrup from Barrel vs. Bought in Carton and Tin Cans

The sugar-grinding season is now at its height, and although the demand for sugar barrels is much less than it has been in former years, it is much greater than was expected. The sugar barrel trade has not, by any means, scored a complete comeback, but it has made a fair start in that direction, and the cooperage men have every reason to feel much encouraged.

The Brooklyn shop is now making sugar barrels, and the machine coopershops at Gramercy and at Reserve are in full operation. The shops at other refineries are also busy, and the shops here in the city have been filling some pretty good orders.

Bakers, Confectioners and Candy Makers Buy Their Sugar in Barrels

Bakers, confectioners and candy makers almost always buy their sugar in barrels, and it is mainly the small grocery trade that favors sugar in cartons, but even this is likely to prove a temporary phase of the business. At this time granulated sugar bought at retail at the corner grocery costs you exactly one cent more per pound in cartons than it would if carried in barrels and delivered to you in paper bags. When you buy your sugar in cartons you pay one cent more for each pound of sugar. Is the carton worth that much to you? In flush war times, when you wore fifteen dollar silk shirts, you could not expect your wife to trouble herself very much about saving one cent a pound by insisting that the sugar she bought should be taken from a barrel. As Al Posen sings, "Them days is gone forever," and people are beginning to think of saving the one cent per pound, and as the grocer can sell his empty barrel for twenty-eight cents, or for twenty-five cents at the very least, he will find this more than sufficient to pay for the extra trouble of weighing out the sugar, and he, too, will be glad to get back to sugar in barrels.

Both Buyer and Seller Profit in Sales from the Wooden Barrel

Cane syrup taken from the barrel costs the consumer here ten cents per gallon less than the same grade would cost him in tin cans, but he must carry it home in his own pitcher. Many people find it worth their while to save that ten cents, while the grocer gets at least seventy-five cents for his empty barrel, so dealers and consumers of an economic turn favor the syrup barrel. Even the canners of syrup have their molasses delivered to them in barrels before they put it in cans, and so the demand for syrup and molasses barrels is not so bad after all.

Demand for Vegetable Barrels is Improving

The reason why is not very clear, but the vegetable shipping season has been late this fall, and slow in opening. However, the cold wave that is now with us, though a very mild one with no frost, is stimulating matters a bit. Shipments are becoming larger and more numerous, and the demand for vegetable barrels is improving most satisfactorily.

Cold Weather Helps Out Oyster Barrel Trade

The cooler weather seems to have helped the oyster trade, and a good many ventilated oyster barrels are being used, some by shippers in this city, and many others at fish landings along the coast.

As to Shrimp Eating

A few barrels have always been used along the Gulf coast as containers for dried shrimp, but as it takes a large amount of fresh shrimp to make a barrel of the dried article, this trade could never amount to much. Few people, however, care to eat a dried shrimp when they can get the fresh article, and the public is beginning to understand that shrimp, like nearly everything else, can be had fresh. The only right and proper way to enjoy a shrimp dinner is to buy the small ones, have them well boiled in salted water, and served by the big dishful covered with cracked ice. The diner picks out the meat himself and stacks up the hides, horns and feathers beside his plate. The smaller the shrimp, the better they are for serving in this way and the larger the pile of *et ceteras* beside the diner's plate. You will never know what a luxury shrimp are until you eat them in this way.

Wooden Barrel Only Package for Shrimp in Shell

As the barrel is the only possible container for shrimp in the shell, the demand for shrimp barrels is growing, and a barrel of iced shrimp shipped to a town where the people are not familiar with this delicacy will create a new market. This lessens the supply of crustaceans available for the canneries, but, then, canned shrimp are sold to people who do not know the difference, so the larger ones are the best for that trade. Shrimp fishers are beginning to discriminate, and are selling their large shrimp to the canneries, but are packing their small shrimp in iced barrels and sending them out to customers who know the best and want it, so the demand for shrimp barrels is growing. As public education and enlightenment in the matter of sea foods grows, the trade in shrimp barrels will continue to increase and yield a good profitable business.

We are Broadcasting—
"Trade Prosperity and Business Success for 1923"
—Tune In

The soft drink people are now of far more importance to the cooperage industry than the distilleries and breweries ever were, but coopers do not feel alike towards the new customers. The men who get large orders for high-grade tight barrels as containers for syrups and extracts become advocates of soft drinks and find the makers of these beverages good customers, but the fellow who loses out on this trade, and who also loses some of his other trade by having the soft drink crowd undersell him with their second-hand extract barrels, is likely to wish the public would drink water only. A large soft drink-making establishment will use from two hundred to four hundred barrels of sugar daily, and, of course, when these barrels are thrown on the market second-hand they are bound to cut down the trade of some maker of new barrels, and, of course, he howls, while the fellows who make these barrels in the first place think business is pretty good, so you are bound to hear two stories about the condition of trade.

No Lack in Demand for Barrels

If there is anything wrong with the cooperage trade here it is positively not due to any lack of demand for barrels, for the demand is good. The trouble is caused by high freight rates. A few years ago empty sugar barrels could be shipped throughout this section on a flat freight rate of five cents per barrel. Now the rate is twelve cents per barrel to nearby points, and if you reach out after the general trade you will have to pay fifteen cents, and from twelve to fifteen cents is entirely too high a toll to pay on an article that sells for anywhere from forty to sixty cents. The man out of town who has sugar, produce, fish, oysters or shrimp to ship wants barrels, and he is willing to pay the price the coopers are asking, but when fifteen cents freight is added to that price it eats him up, and he must either try for a cheaper package or lose out. He tries, of course, to get the cooper to bear the burden of freight, but the cooper is having troubles of his own. His stock, due also to high freight rates, is costing him too much. To make a living profit he should get at least sixty cents for his sugar barrels. The prospect offers him forty cents, and then the jockeying begins. They finally compromise on a price somewhere between these two figures, and each believes that the other has stung him. As we were saying, business is good, but with freight rates as high as they now are it is hard to make a living at it.

Motor Trucks to Overcome Transportation Difficulties

The remedy would seem to be a little shop at every railroad station or fishing village, but it is hard to make a little shop pay. The really best thing would be for the coopers to use motor trucks that would carry three hundred barrels at a trip, and so bring the cost of delivery down to three and one-third cents, call it four. It might be that loads of return freight could be brought in to pay expenses of the truck. If the cost of delivery could in this way be reduced to four cents, the demand for barrels would soon be doubled—but you ought to see the condition of some of the roads in the trucking region. The truck might not come back at all.

Coffee Men Large Users of Barrels

The largest importing business through this port is in coffee. Vast quantities of this coffee are roasted here and shipped out in barrels. At this writing the coffee men are meeting here in a big convention, but we have not heard of their passing resolutions to use more and better barrels, or of anybody asking them to do so, though it is probable that the coffee barrel trade will continue to grow without such urging.

Apropos the Wooden Barrel and the Sweet Potato (Yams) Crop

THE JOURNAL recently published an excellent article on sweet potatoes and the opportunities they offer to the cooperage trade. There are places in this State where the sweet potato is the main crop, and large establishments for drying and storing sweet potatoes are numerous, but the trouble is that no sweet potato in this State ever went into a barrel, unless it fell in by accident, so if any reader of that article wants to work that trade he will find it virgin territory. However, if he is going to talk about "sweet potatoes" in this section he had better pull off his coat in advance, for he will have to fight. We call them "yams" here, and the word "sweet potato" would be taken as an insult by those who know them as "yams."

The Wooden Barrel and Its Second-hand Sale Price

Not many years ago the makers of new barrels looked with disfavor on the second-hand barrel trade, but now it is pretty well understood that the sale of second-hand barrels increases the demand for new ones. If a barrel is to be thrown away as a dead loss after it has been used once, it becomes rather expensive, and the shipper will try harder to obtain some cheaper package, even though the substitute is of poor quality; but if a barrel, after it has been used once, can be sold for half its original cost, this will cut the price fifty per cent. to the user, and he will prefer the barrel to other packages, and can afford to pay a better price for it. If the shipper must pay a flat price of fifty cents for every barrel he uses and then throw it away, he will try to get along with boxes or bags; but if he can buy the barrel for fifty cents and get back twenty-five cents for it after using it, he will soon see that he is getting his barrel for twenty-five cents, and certainly can have no objections to paying that price for his packages. For this reason every second-hand barrel the cooper sells helps his trade in new barrels just that much.

An Important Correction

Through an erroneous report, we stated last month that Mr. Veith, president of the John G. Moll Cooperage Co., had broken his leg, when it was Mr. A. E. Fortier, the manager of that concern, that suffered the accident. We are pleased to learn that Mr. Fortier is now on the road to recovery, and will soon be on duty again.

In the meantime the Moll plant has been moved into its new quarters at No. 1040 Tchoupitoulas Street. The new shop is a model of convenience and efficiency for the making and repairing of barrels by hand. The roof is high with many skylights that let the daylight in where it is needed. The floor is all of concrete and the building extends back to the street in the rear, with a driveway through the middle of the building, so that all loading and unloading is done in the building and under shelter.

Louisville Reports That Prosperity is Abroad in the Land, With the Cooperage Industry Participating

General conditions in Louisville and the South are good, as well as in other sections. A large banker recently stated that the slump on the New York stock markets, in various lines, was due to the very active volume of business necessitating the immediate need of money for financing business and movement of crops, resulting in less speculative money behind stocks. In Louisville building operations are many millions of dollars greater than ever before known. Bank clearings for the year show a gain of about one hundred and fifteen million dollars as compared with the 1921 season. Cotton is quoted at around 25 to 26 cents a pound in the South, and tobacco has opened in Kentucky at fine prices and will go strong, due to 75 per cent. of the crops being pooled through the growers' associations. The growers' associations in the cotton States are responsible for much better conditions in the South.

Cooperage men report that labor in the South is a bit scarce and not easy to secure, as money is plentiful and many small farmers, who grow cotton on shares as tenants and work in the mills at other times, are not in a working humor right now.

Tight Cooperage Plants Still Operating at Capacity

The tight cooperage market situation has changed somewhat during the past month, demand, as a whole, being less than when last report was made, and is slowing down gradually. Some plants which have been rushed with new business report that they are still operating at capacity, but are not getting as many inquiries or orders just now, while other plants have reduced production somewhat. Keg demand, which was expected to slump badly during November, has been just a little stronger with some companies, while the barrel demand has been the line to slow up rather than keg. However, plants are either running full, or on a 75 per cent. or better basis; therefore, the situation as a whole is quite good. In the old days, before prohibition, the cooperage trade generally got busy in the late fall on whisky containers, and this line kept them on the jump until spring or early summer, whereas, today the big demand comes during the food packing seasons principally.

Manufacturers Are Preparing to Handle the Cooperage Stock Demand

Heavy rains in the delta district are reported to have curtailed production somewhat, but stave and heading mills have been operating on a very good basis and are getting stocks ready to dry out well. This activity on the part of the manufacturers should relieve the present shortage of dry stock before very long.

Use of Coal Cars Help Transportation Situation a Little

The transportation situation is somewhat easier than it has been, in spite of the heavy movement of cotton and farm products in the South and West. The Interstate Commerce Commission, on November 20th, announced a modification in car service orders, which permit the loading of logs and lumber, along with other forest products, in coal cars, whereas coal cars had been banned for some months. This should result in much better car supply, and aid materially in moving cooperage as well as other forest products.

Southern Railroads Are Increasing Equipment

It is interesting to note that the Southern districts, which produce so much of the oak and gum cooperage, are facing better car supply in the future, as a number of railroads in the South are buying equipment freely. The Louisville & Nashville R. R. has spent over $25,000,000 this year and will spend $52,000,000 in two years, or at least let the contracts, covering double-tracking of some divisions, thousands of new cars, a large number of locomotives, improved sidings, terminals, etc. The Illinois Central R. R. has placed big contracts for cars and engines. These two roads are big systems between the North and South. The Chesapeake & Ohio R. R., which enters the timbered sections of eastern Kentucky and West Virginia, has placed some big car and equipment orders. The Nashville, Chattanooga & St. Louis R. R. has also floated a $3,000,000 mortgage loan for equipment. The Monon R. R., between Louisville and Chicago, has arranged for a quantity of cars and new locomotives. All of this means a movement forward in taking care of the needs of shippers and moving freights from the South to the North and East. There is more development work of a nature to aid Southern shippers today than at any previous time in many years, if ever.

Cooperage Industry Will Welcome Permanent Transportation Relief

The Southern producers have long suffered from steadily inadequate facilities for moving staves, heading, lumber and other products to markets during time of demand. Since July 1st, of this year, shortage of equipment, along with the shop strikes placing lots of equipment on side tracks, has resulted in conditions being abnormally bad, but it is admitted that the situation is beginning to look more promising. Improvements of the L. & N. Railroad, in eastern Kentucky, will be of especial advantage.

Tight Stock and Barrel Price Market Hold Steady

With dry stocks of staves and heading moving soon from the stave and heading mills, prices may weaken somewhat. Right now, however, prices are very firm on barrels and kegs, staves, heading, etc. In fact there has been no change shown in prices over last month. White oak barrels are quoted at $3, and red oak oil barrels at $2.85; gum barrels, $2.50; spirit barrels, $5; white oak half-barrels, $2.30; red oak, $2.15; five-gallon kegs, $1.55; ten-gallon, $1.70; fifteen-gallon, $1.85; twenty-gallon, $2; twenty-five-gallon, $2.15; twenty-eight to thirty-gallon, $2.30; forty-five gallon kraut kegs, red oak, $2.65; white oak, $2.65.

Stave and heading prices are the same as they were last month, but with offerings still rather light. Red oak staves are quoted at around $55a60 at some of the Southern mills; white oak, oil, $65 a thousand; mill run, $80; spirit, $135a140. Gum staves are quoted at $30a32, not being in such active demand as oak. Gum heading is quoted at 30a32 cents a set for circled; red oak heading, 38c.; white oak, 45c.; spirit, $1.50.

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——Tune In

The slack barrel market continues fairly active, there being some demand for produce, sugar, salt and flour barrels. Apple barrels have been in fair demand this fall, while right now demand is improving on poultry barrels used for shipping dressed turkeys, etc., to the Eastern markets. Bottlers' demand is falling off with cold weather. Flour, salt and similar barrels are quoted at 65a70 cents; sugar, 80a90 cents; one-head produce, 38 cents; two-head produce, 45a60 cents; No. 2 stock prices are fairly firm, but showing no change on general quotations. However, gum staves promise to advance, as all lumber is up and showing a big demand.

Steel Hoop Situation Clearing

The shortage of steel hoops is not as pronounced as it was, and while deliveries are still slow, demand and consumption is not quite as heavy as it was, therefore, the situation is showing improvement. Prices as a whole are firm on hoops.

Dinwiddie Stave Company Incorporates

After an absence of five or six years from Louisville, R. Dinwiddie has incorporated the Dinwiddie Stave Co., of Louisville, capital $25,000, Dinwiddie Lampton being the other active member of the corporation. The company will control some five or six cooperage producing plants in Mississippi valley districts, including Louisiana, Arkansas and Mississippi. Mr. Dinwiddie plans to make his home at Louisville again. He for some years was in the brokerage business here, and was also at one time active in the affairs of the Louisville Cooperage Co.

Louisville Hardwood Club Holds Annual Meeting

The Louisville Hardwood Club held its annual meeting on November 7th, re-electing its former officers, directors and committeemen. Preston P. Joyes, of W. P. Brown & Sons Lumber Co., is president, and J. S. Thompson, manager of the Louisville division, Southern Hardwood Traffic Association, is secretary.

Miss Elkins Can Still Sell Barrels

Miss Nettie Elkins, formerly office manager of the plant operated by the late Joseph Dreidell, now owned by the J. D. Hollingshead Co.'s interests, was recently commissioned to sell about 2,000 barrels, which were made up here by the Three-Way Barrel Co., of Mound City, Ill., and which it wished to dispose of. Miss Elkins reported that she was still able to sell barrels, and cleaned up the lot at very good prices within a fifteen-day period. She has been out of the cooperage trade for about two or three years.

J. N. White, of the Louisville Cooperage Co., stated that as demand had not been as heavy during November as it was during the preceding month, he had reduced operations in the barrel as well as the keg plant. It is natural that demand should slump off somewhat now, as the food-packing season is slowing down rapidly. Mr. White reported full time operations at the company's eastern Kentucky stave and heading mills, although he said, that while the stave and circling mills in the South were operating on very fair time, heavy rains had handicapped production somewhat.

Chess & Wymond Co. Having Fine Run of Business

Chess & Wymond Co., according to sales manager Williams, are having a big run of keg business, with no slump apparent with them as yet. Mr. Williams reported that while the company did not have as much future business on its books as it had a while back, it had enough to call for full time operation, and they expected to continue this operation for some weeks to come.

Paint Company Will Have Cooper Shop

The Peaslee Gaulbert Co., Louisville, is nearing completion with several new buildings and departments of its big local plants, which include a new cooperage shop. L. R. Atwood, president of the company, was elected president of the National Paint, Oil & Varnish Association, at the annual meeting completed a few days ago at Atlantic City.

Paul Dysart, Jr., of the local office of the J. D. Hollingshead Company, reported fair demand for poultry, flour and sugar barrels, with some demand for salt packages. Demand, as a whole, Mr. Dysart said, was just about normal for the season.

Tobacco Hogshead Demand Is Good

Demand for tobacco hogsheads in Kentucky and Tennessee has been quite active as the crop is large and marketing is just starting. The various tobacco hogshead manufacturers are quite busy at the present time and have been that way for some months.

BREWER NOW MAKING GRAPE DRINK

Further evidence of the growth of the fruit juice industry comes with the news that Anheuser-Busch, Inc., St. Louis, is now manufacturing a concentrated grape drink which is being sold through grocers and soda fountains. An extensive advertising campaign has been planned to introduce the new product.

E. W. SMITH VICE-PRESIDENT OF SHARON STEEL HOOP CO.

E. W. Smith, formerly with the Union Trust Company, Pittsburgh, Pa., has been named vice-president of the Sharon Steel Hoop Company, of Sharon, Pa., in charge of financial policies. The company is operating practically to capacity. Officials report the outlook for the industry favorable in their opinion.

MILLING COMPANY INCREASE CAPITAL STOCK AND ENLARGE PLANT

The Eagle Roller Mill, a 130-barrel capacity flour plant at Shelby, N. C., will be incorporated with $100,000 paid in, and increase the size of the plant to a capacity of 500 barrels daily, according to an announcement made by Messrs. W. R. Hartness, W. J. Roberts, Stough Hopper, Maynard Washburn and others, who are the principal stockholders in the enlarged enterprise.

TIMBER ALL CUT—STAVE MILL CLOSES

The J. H. Hamlen & Son stave mill near Huntsville, Ark., has been closed, all of the stave timber on the company's holdings having been cut. Just what will be done with the plant has not yet been decided.

WOODEN PACKAGES TO FOREIGN TRADE

The Crystal Springs Manufacturing Company, Crystal Springs, Miss., is enjoying a brisk trade with Cuba and Central American countries for wooden packages. The company has orders sufficient to keep the plant busy for some time from the territory referred to.

FOREST-FIRE LOSS LOWER

Loss by fire in the forests of Washington cost that State and timber owners approximately $3,000,000 the past season, according to official report from Portland, Oregon, November 23d. Compared with the season of 1921 there was a decrease of 10 to 15 per cent. in fires of incendiary origin and from lightning, while there was a decrease of about 20 per cent. in the number of fires caused by campers and lumber operations.

THE PULSE OF THE COOPERAGE TRADE

ALL LINES OF COOPERAGE HAS INCREASED IN DEMAND

Proctor Bros. & Co., Nashua, N. H.—The demand for all the lines of cooperage which we manufacture has increased greatly in the last two months.

LOOKS FOR A CONTINUED STRONG COOPERAGE MARKET—OUTLOOK ENCOURAGING

The Cleveland Cooperage Co., C. C. Berry, Cleveland, Ohio.—Business with us is very active and encouraging. Impossible to tell how long it will last, but we look for a continued strong market. Practically all consuming industries are getting back to more normal business.

FINE RUN OF BUSINESS IN SECOND-HAND BARREL LINES

Brueckmann Cooperage Co., John G. Brueckmann, President, St. Louis, Mo.—Wish to state that business is picking up to "beat the band," and we are far behind on our orders, and what is more, we are asking our price and are getting our price right along, and we look for this optimistic situation to continue.

LOOKS FOR LARGELY INCREASED COOPERAGE BUSINESS AFTER FIRST OF YEAR

L. Landreville & Sons, Toronto, Ont.—Business with us has increased considerably the past sixty days. But we do not look for any great rush until after the first of the year.

THE WOODEN BARREL VS. THE IRON DRUM IN TEXAS

Julius Weidhart, San Antonio, Texas.—The oil people are using mostly iron drums. Am repairing, cutting down and rebuilding oil barrels; kraut and all kinds of cooperage, not so much, but steady. The wooden barrel made right will win.

TRANSPORTATION DIFFICULTIES CAUSING SERIOUS BUSINESS DELAYS

Hauber Cooperage Co., S. B. Hauber, Kansas City, Kansas.—Trade with us is quiet, as is to be expected at this season. The outlook for the future is uncertain; we can not figure on any regular business as the demand for barrels is steadily growing less. Transportation difficulties causing serious delays are a further handicap to operations at this time.

TRANSPORTATION CONDITIONS THE FOE OF IMPROVED BUSINESS

Hirsch Cooperage & Steel Package Co., Houston, Texas.—The wood barrel business in this vicinity is dead—absolutely. We are getting some inquiries for staves and heading, but none can be made with transportation conditions as they are. With the outlook as it is at present, we can not be optimistic for the future.

COOPERAGE TRADE IN CANADA IS QUIET

Cargill Limited, Cargill, Ont.—The cooperage business is, and has been, exceedingly quiet for some time, and we do not see any prospect of betterment in the near future. We are not in the market for supplies of any kind.

AN INTERESTING VIEW OF THE COOPERAGE INDUSTRY

Ott Rader, Little Otter, W. Va.—Business seems to be getting very good. There are not many staves, and they are getting very high. Manufacturers are slow to start making. There has been a great lack of confidence, which I think was destroyed by the deflation of currency and the cry of "back to normalcy," when it was not normalcy we wanted, but a rest, and this we sure have had. Everybody wanted everybody else to sell their stuff cheap, while they profiteered. It wasn't normalcy we wanted, but a rest from toil for a spell. As long as business has been "choked" and "starved," I see no reason why it should not be very good for a spell. I figure staves will get too high before spring, and later on will follow a slump.

A stave mill is to be established at Riverton, La., by W. H. Evans, of McGehee, Ark.

PORTLAND CEMENT AT RECORD VOLUME

Production of Portland cement totaled 12,287,000 barrels in October, an increase of 16 per cent. over the same month last year, according to the United States Geological Survey.

Shipments were 12,854,000 barrels, a gain of 6 per cent. Stocks November 1st amounted to only 4,157,000 barrels, a decrease of 22 per cent. The cement industry is watched closely by men in other lines, because it indicates the condition of business generally.

Pennsylvania leads in cement production, and its output in 1921 was nearly 28 per cent. of the country's total.

Cement production of 1922 is the highest in history. Shipments since the beginning of the year average more than 10,000,000 barrels monthly. In 1913, shipments averaged about 7,000,000 barrels a month, while in 1919—the boom year—the average was not much higher. The average advanced to 8,000,000 barrels in 1920, and has continued to increase steadily ever since, being one of the first basic lines to emerge from depression.

This was a reflection of activity in building, which early in 1922 assumed boom proportions. More than 4,000,000 workers found steady employment in construction jobs.

The payroll of the cement industry is one of the largest among the basic industries. It includes workers in virtually every State.

BECAUSE CONSUMERS ARE REQUESTING FLOUR IN WOOD, MILLERS ARE MANIFESTING RENEWED INTEREST IN THE BARREL

A communication to the "Journal," under date of November 24th, from M. T. Rogers, Assistant Secretary of The Associated Cooperage Industries of America, says:

"The 'Journal' and the cooperage trade generally will undoubtedly be interested in a letter just recently received from a flour milling concern in Missouri, indicating a return, in some sections at least, to the use of the clean, sanitary, wooden barrel for flour. The letter reads as follows:

" 'Please send me some advertising matter on slack barrels. I have been traveling in Southeast Missouri and Northern Arkansas for the past thirty days selling flour and it seems as if the cotton farmers want their flour in wooden barrels. I would like to get the merchants to put up a little literature along that line.'

"The secretary's office immediately furnished the party with printed matter covering flour barrels, such as our booklet, 'Some Light in Dark Corners,' reprints of flour barrel advertisements, display cards for store windows, etc., and it is expected to have some further material available within a very short time. The secretary's office has also received other indications of an increased use of the wooden barrel for flour, and only hope it is not a mere spurt but will continue to grow."

BARREL BOOSTING WILL BRING BACK THE LARGER PROPORTION OF ALL FORMER USERS OF OUR TRADE PACKAGE

HEAVY GRAPE SHIPMENTS

Although grape shipments were retarded by car shortages, California growers are said to have realized good returns this season. Total movement from California has now passed last year's mark, having filled 35,000 cars to November 15th, with daily shipments averaging 200 cars. New York shipped three times as many grapes as last season and Michigan nearly five times as many. Pennsylvania's output has been 1,600 cars, compared with 400 in 1921. In the southwestern producing section of New York, f. o. b. sales on a tonnage basis were as high as $85, but during the month declined to an average of $50 a ton.

MERRYMAN STAVE BOLT CO. NOW OPERATING

The plant of the Blytheville Cooperage Company at Newport, Ark., has been purchased by R. W. Merryman, who has assumed active management of the operation. The plant will be operated under the name of the Merryman Stave Bolt Co.

PORT ANGELES COOPERAGE COMPANY INCORPORATED

Port Angeles Cooperage Co., Port Angeles, Wash., has been incorporated with a capital stock of $100,000. Joseph M. Gangler, J. B. Nattinger and R. J. Young are the incorporators.

J. D. HOLLINGSHEAD COMPANY WITHDRAWS FROM COOPERAGE SECURITIES COMPANY

Report from L. C. Hollingshead, president of the J. D. Hollingshead Co., under date of November 20th, is to the effect that the J. D. Hollingshead Company has withdrawn from the recently amalgamated Cooperage Securities Company, with headquarters in St. Louis, Mo. Having discontinued all affiliations with the Cooperage Securities Company, Mr. Hollingshead advises that they have also discontinued their St. Louis office, and from now on all business will be transacted from the J. D. Hollingshead Co.'s well-known Chicago office at 167 East Chicago Ave.

The withdrawal of the J. D. Hollingshead Co. from the Cooperage Securities Company, following closely upon the withdrawal of the Pekin Cooperage Co. and the Chickasaw Cooperage Co. from the same organization, reduces the number of companies now comprising the Cooperage Securities Company to three, namely, the Sandusky Cooperage & Lumber Co., the Virginia Barrel Co. and the Ozark Cooperage & Lumber Company.

AGAIN—THE VENEER BARREL

Report given much publicity during the past month, is to the effect that "The K. D. Barrel & Hamper Company, of Baton Rouge, La., has placed a new type of barrel on the market that is made only of veneer, and is both a slack and a tight barrel. Joseph Walker, of Baton Rouge, designed the barrel and the machine that constructs it. The machine is manufactured by the American-Blakeslee Manufacturing Company, of Birmingham, Ala. The sides, bottom and hoops of the barrel are constructed in one operation, the completed package being turned out in 40 seconds. There is a saving in material, as one barrel requires only one-quarter as much as one made from staves. The K. D. Barrel & Hamper Company will sell the machines to make the barrels, with offices at New Orleans, Birmingham and Baton Rouge. The officers are S. Farnbacher, president; L. Karpen, of Karpen Bros., New York, vice-president; J. Geblin, president of Bank of Baton Rouge, treasurer, and G. D. Alexis, general manager."

The pages of the Journal during years past have contained much concerning the veneer barrel, and we will follow the new invention with special interest.

COOPERAGE COMPANY SEEKS TIMBER OR MILLION DOLLARS' AWARD

Charging that it has been damaged to the extent of $1,000,000 through failure of the Jerseyfield Lumber Company to deliver 52,000,000 feet of Adirondack timber to be made into sugar barrels, the Brooklyn Cooperage Company, of New York, has brought a Supreme Court suit to compel the lumber company to ship the stock or pay the $1,000,000.

Kellas & Kellas, Malone, attorneys, appearing for the cooperage company, argued against Donovan & Goodyear in special term of Supreme Court recently as to whether the defendant should be permitted to submit briefs based on a supplemental answer in the case. Justice Crouch referred the matter to Justice Ernest I. Edgcomb.

COOPERAGE COMPANY INCREASE CAPITAL

The Michigan Cooperage Co., Inc., of 2750 Scotten Avenue, Detroit, Mich., has increased it's capital stock from $10,000 to $50,000.

BARRELED APPLES HELD FIRM POSITION DURING NOVEMBER

Barreled apples held a firm position, notwithstanding the heavier seasonal shipments. Movement slowed down during the second week of November, so that only 2,700 cars were shipped. However, that was 2,000 cars more than were moved during the corresponding period last year. New York State furnished more than half the supplies. Prices were about $2 to $3 lower than last season, but advanced slowly until a top of $4.50 per barrel for best stock of leading varieties was reached in New York City and $5.50 in Chicago. For a short period the Chicago market topped at $6 to $6.50. 2¼-inch Baldwins from common storage have been quoted in the Rochester section at $3.75 per barrel. Cold storage stock has hardly begun to move.

STARTS STAVE PLANT

The Chess-Wymond stave plant at Kensett, Ark., has resumed operations. Frank Brackett will have the management. The plant has been shut down for about two years on account of high freight rates.

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Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

NEW ADVERTISERS

T. J. Hulett, Schenectady, N. Y.
Eagle Cooperage Company, St. Louis, Mo.
S. N. Nelson, Memphis, Tenn.

A NEW BUSINESS ORDER IS AT HAND

Perhaps, unknowingly, the cooperage body assembled in semi-annual convention at Chicago, November 8th, 9th and 10th, pledged their support to the new business order which is now dawning throughout, not only our own country, but the world at large, when they drafted and adopted resolutions endorsing President Harding's appointment of a committee to study the cause for re-occurring periods of trade depressions and business booms.

Mankind has come a long way on his journey of unfoldment, and though he has studied every known thing in the light of reason, he has left the subject of business to be the plaything of every surging torrent of mental action and re-action, blind to the truth that there is but one governing power, the power of thought, and that this power rules with as inevitable results in the business and trade world as it does anywhere throughout all creation.

When the trade pendulum of thought sets itself toward a depression groove, like a pebble dropped in a responsive sea, it spreads, and each and every one adding their "mite," build a tidal wave of depression thought that no power on earth can combat until it has run its course and worked its will. Contrawise, prosperity booms are created in like manner. Tired of wallowing in destructive and depression thought, man lifts himself by his boot-straps and charging the atmosphere with confidence, courage and good will, brings business back to normal and we are on our way again.

During eons of time the business man has been getting the cart before the horse. He has believed that he was depressed because business was bad, that he was optimistic because business was good, when the truth has ever been that business has been following man's thought, and not man's thought his business.

Today, business men are thinking scientifically, and it is this scientific thinking that is going to eventually hold the trade scales steadily true with no lowering or heightening periods.

The question of unemployment will be solved when there is a steady run of business, when the practice of the golden rule is applied between business man and business man, and employer and employe, not because it is a sickly, sentimental religious dogma, but because it is an absolutely scientific and unfailing law of good. Whatever man has brought upon himself in the past, and everything that he will bring upon himself throughout all time, he has brought, and will bring, by his thinking.

By our fruit are we known and we are all getting sick and tired of our irregular crops. That is why there is the great stirring in the deeper undercurrents of our lives, and even though we all can not, as yet, give full expression to the response that this new stirring creates in us, still, we are swept along with it and will prosper in such measure as we mete. Think the success, prosperity and good will that you would like to enjoy continuously in your business and trade life, and there is nothing that can prevent your reaping as you sow.

A most pathetic and yet a most illuminating statement was recently made by a wonderfully successful business man, though one who had not achieved until late in life, when he said, "If I could live over the years that I continuously short-circuited myself by wrong and destructive thinking, I could be enjoying my present success in my early manhood. Don't short-circuit yourself or your business."

Let us, by all means, have committees to study the cause and effect of all that is undesirable, but best of all, let us train ourselves to think right, for by right thinking comes right living, not only in business and trade life, but in every other walk of life. Not only as a man thinketh, so is he, but so is his business and his life, both individually and collectively.

Prove all things. Hold fast to that which is good.

HOW MUCH BUSINESS ARE YOU PLANNING TO DO DURING 1923?

It is said that water is the most pliable substance known, lending itself to any size or shape of container that is held for filling.

From this introduction can be deducted an analogy pertaining to the trade prosperity promised for 1923. The lucrative business which the coming year will yield is going to be of a wonderously pliable nature. That is to say, it is going to flow in a steady and profitable stream into the business coffers of such as persistently hold their receptacle up to receive it.

No one can sit back during the coming twelve months and look to have business gravitate to them. It is going to take real, progressive and unflinching salesmanship to book orders from now on, for the reason that volume of business will have to be done by each and every cooperage stock manufacturer, tight and slack, if they are to earn satisfactory profits, and volume of business will not be possible to obtain without real sales effort.

JOURNAL advertising has won a unique reputation as a volume business winner, and now is the time to contract for your 1923 space. How much business are you planning to do during 1923? Let the JOURNAL add its business-pulling power to your sales talks and double your New Year's business expectations.

AT THE FORK OF THE ROAD

The manufacturers of cooperage stock, both tight and slack, are now confronted with a situation that should receive their careful, calm and unprejudiced consideration. It is a periodically recurring condition that has faced them time and again in the past, and that up to the present they have failed to handle to the best interests of the industry. The cooperage business has, for the past two years, been in the throes of a severe depression, which would have, unquestionably, been less severe had this same situation, upon the occasions of its previous occurrence, been treated with the sound judgment and business sense which the trade can, if it only will, exercise. We are now, happily, emerging from this slump, and if human intelligence can gauge the coming months by present conditions, we have before us a season of prosperity. The promises of increased demand for barrels which have been apparent in the general business situation for some time, are coming into realization, and orders for staves, hoops and heading are beginning to flow into the offices of stock manufacturers in good volume.

How long this prosperity will endure will depend largely upon the manner in which the industry comports itself during the coming few months in the matter of setting stock prices. We can, at our own discretion, either by the exercise of reasonable restraint of advancing prices, conserve our trade and insure a sustained run of good business at a fair profit, or we can, as we have in the past, play the role of opportunist, and, taking advantage of the temporary urgent demand for wooden containers, jam our stock prices to an altitudinous level and enjoy a highly profitable, but assuredly short-lived, boom.

Which is the more desirable?

The scourge of the cooperage business is the instability of its stock prices. The wild flights of quotations from the peak to the pit and from the pit back again to the peak, which have been prevalent in the cooperage market for decades, invariably result in successive periods of feast and famine for stock manufacturers, and, further, they are breeders of irritation, dissatisfaction, and even suspicion in the minds of barrel users. If it were possible to fix prices at a point that would yield us a larger margin of profit than is afforded in other lines of commercial endeavor, *and maintain them there*, we would be in a happy sphere, indeed, but we must realize that the cooperage business, the same as every other business, is amenable to economic law, and that more than a reasonable profit over the cost of manufacture can not be exacted from it without our eventually paying through the nose for our offence.

The past two years have been exceedingly lean ones for us—business was stagnant and prices ruinously low. Hundreds of thousands of staves, hoops and sets of heading were sold at figures that put the balance on the wrong side of the ledger, but these subterranean price levels, which spelled bankruptcy to many producers, were the inevitable penalty of our economic folly of pre-slump days. We danced a merry jig in 1919 and 1920, and we had to pay the fiddler in 1921 and 1922. The top-heavy profits that we gathered in the salad days of the post-war boom, when we threw judgment overboard and cast restraint to the four winds, were practically all thrown back into the maw of the "hard times" dragon that stalked in the wake of our jamboree. Very, very little of that easy money is now in the pockets of the industry.

We are surely not so dull-witted or so stupid as to fail to grasp the lesson that is so plainly illustrated in the events of the past. There are some among us who will advance arguments, specious and otherwise, in justification of a speedy recouping of the losses suffered during the past slump, and none will gainsay the right of recovery, but, on that score, sound business judgment dictates that we must make speed slowly.

We are now on the threshold of a prosperous year. Stock is in good demand, prices are advancing, and general conditions are improving steadily. We have not yet passed the mark in the price scale beyond which lies danger, but we are rapidly approaching it. History is repeating itself, and the same situation which has been so miserably flubbed on the occasions of its previous appearance is before us again. We have the choice of two courses of action—we are, so to speak, at a fork in the road, one branch of which leads to reasonable prices, fair profits and sustained prosperity; the other to high prices, huge profits and a transitory boom.

Which road will we take?

In considering the matter let us not forget that we cannot escape the law of compensation, and that as surely as night follows day, an orgy of unreasonably high prices and excessive profits is followed by a balancing period of devastatingly low quotations and corresponding losses. If we are unwise or foolish we have to pay the price of our folly, and if, in the coming months, we allow our desire to reap a temporary gain to send the prices of barrel material to heights that are not warranted on the basis of reasonable profit over the cost of manufacture, we will simply be digging for ourselves a deep and dark pit into which we will eventually tumble, and we will deal our industry another of the blows that are slowly but surely alienating the confidence of the package-consuming trade.

CONFIDENCE BEGETS CONFIDENCE AND BUSINESS BEGETS BUSINESS, SAYS C. M. VAN AKEN

Some time ago I saw a hen with a brood of young chickens. The little chicks were picking the ground around the hen, apparently contented. Suddenly some sort of a bird appeared in the air, the hen made a peculiar guttural sound, and every little chick immediately disappeared. Where they went to it was hard to say, but they were gone. After the unwelcome bird had left, the hen clucked and the whole brood of chicks appeared again as quickly as they had disappeared. The cooperage demand during the past few months has disappeared and appeared very much the same as the chicks. At one time it would seem there was no such a thing in existence as a cooperage demand, then all of a sudden, orders would appear from apparently unknown or unthought-of sources, and we would, for a time at least, feel as proud of our visible cooperage demand as the hen appeared to be of her brood of care-free chickens. When there was a lack of business, we wondered where the business was gone, and when we had plenty of business we wondered where it came from. Such has been the experience of nearly everybody who had anything to do with the Eastern cooperage stock situation for the past several months. Just now we are going through a period when the buyers have come from under the bushes, and orders are being placed quite freely. There is nothing in the horizon to indicate a stampede for material on the part of the cooperage buyers, but there is an optimistic tone in business conditions generally, and barrel makers are disposed to take in a few cars of stock that the mills have been heretofore carrying, in fact, carrying while these same buyers were in hiding.

There does not seem to be any radical change in the volume of barrels used in any particular line, but, as has been intimated, the demand which we are now having seems to be due more largely to this prevailing feeling of optimism, which people generally are assuming. As nothing succeeds like success, so nothing will help to improve business more than to believe it will improve. Most of the cooperage stock dealers in this locality are well booked for business for November and December shipment. They are pleased to see the chicks appear at this, the wind-up of the year, because, a few months ago, how long they were going to stay under cover was decidedly problematical. This appearance from under cover of the chicks, or cooperage stock buyers, just now, will in many cases permit the turning of what seemed to be a loss, into a profit, and doubtless will enable some concerns to close their books at the end of the year with the balance on the right side of the ledger.

A PERIOD OF BUSINESS PROSPERITY IS ACTUALLY AT HAND FOR THE COOPERAGE INDUSTRY, BUT A RUNAWAY PRICE MARKET WILL SPELL DISASTER, SAYS WALTER C. HARTMAN

For a long time we have been compelled to prognosticate, and in trying to foretell the future we have generally been optimistic, because we did feel that just such a condition as now confronts us was on the way.

At this time we can say a period of prosperity is actually at hand for the cooperage stock people. This is no longer a matter of guessing. On a flying trip to the East recently the writer found conditions in the New England States most promising, and the majority of the industrial people looking for cooperage stock expected to come into the market very soon. One of the most promising features of the trade is the continued and growing demand on the part of the general coopers making barrels for sale. Manufacturers of products do not contract for barrel material, even in small quantities for prompt or future shipment, until they have orders for what they are making and know they are going to use the containers. The fact that there is a general demand for barrels in the miscellaneous trade shows a marked improvement in business generally and that orders are coming in freely.

Continued interest in contracts for delivery throughout the next six months or longer shows that many wise buyers have already counted upon the more prosperous business conditions that now confront us. Consumers generally will be very glad to pay reasonable advanced prices as their business returns, and they can secure a fair profit in marketing their products. A runaway market or a period of boom prices, which always results in sharp breaks and over-production, is not desired on the part of buyers or manufacturers.

Quite a little fruit stock has already been bought, and in many instances where buyers are well financed considerable quantities are being taken in and stored in advance of the season that they expect to be active. A good fruit crop is due in most sections. Next year there should be a good demand for apples, and the market should warrant buyers putting them in cold storage at fair prices. Certainly a severe freeze in the Southeast can not be expected to repeat. Stocks at coopers' shops are generally low, and comparatively a small amount is being carried over. If the old law of supply and demand works as it now promises to do, good business at fair prices can be expected so far as the cooperage stock industry is concerned.

IMPROVEMENT IN COOPERAGE TRADE HAS EVERY EVIDENCE OF PERMANENCY, SAYS JAMES INNES

From present indications it looks as if the stagnation in some lines of the cooperage industry had ended. Stocks held by consumers have been pretty well cleaned up, and packages of all kinds are in better demand, while at the same time, replacements are not only being made, but future requirements are being provided for.

While this condition applies more particularly to tight barrel stock—where not only the domestic trade has been good for some time, but export business is opening up nicely—slack barrel stock as well, is also moving more freely, buyers having regained confidence.

The recent semi-annual meeting of The Associated Cooperage Industries of America held in Chicago, showed that a very optimistic feeling prevailed among members present, which increased before the close of the meeting, when manufacturers learned of the comparatively small stocks on hand.

Production of slack barrel stock is at a very low ebb at present. Manufacturers who are equipped to make lumber are turning their logs into this product, instead of cooperage stock, as the returns are better, so it looks as if stocks will still further be depleted without corresponding replacements of new material.

Prices in some lines have advanced materially, but so many manufacturers are anxious to clear out their remaining stocks before the end of the year that bargains are still being offered, which are being taken up rapidly.

As with general business, the improvement in the cooperage trade is marked, and we look for this condition to go on improving, for, although it is not a sure prediction whether or not the improvement is temporary or permanent, all things make it look very much like the latter.

NEED FOR BETTER UNDERSTANDING OF FOREIGN TARIFFS

Need for greater understanding of tariffs of foreign countries by American manufacturers and exporters is pointed out by Henry Chalmers, chief of the Division of Foreign Tariff, of the Bureau of Foreign and Domestic Commerce, who was in Philadelphia recently conferring with local business men.

Foreign countries, Mr. Chalmers said, recently have made big changes in tariff schedules and have placed many regulations on shipments. Many countries forbid importation of foreign merchandise unless it bears the name of the country of origin. If duties are assessed on gross weight, the manufacturer should send the goods in the lightest containers consistent with safety in transit.

He said that most countries require special documents, certificates of origin and the like, and consular fees. Knowledge of the exact duties imposed by foreign countries upon particular merchandise is important so that the American export manager can estimate the approximate delivered, duty-paid price of his product in a given market.

In the few countries where preferential tariffs exist, as in certain British dominions, it is important that the American concern know the measure of handicap in the way of higher import duties on his products, to see whether by scaling down his f. o. b. price, Philadelphia, he can overcome the duty handicap and place his goods at a price competitive with the products of more favored rivals.

The Bureau of Foreign and Domestic Commerce and its branch offices, such as that established in Philadelphia and other cities, will advise in handling of foreign trade.

We are Broadcasting—
"Trade Prosperity and Business Success for 1923"
—Tune In

WANTS IN COOPERAGE LINES

Georgiana Bay Stave & Shook Mills, 3d Ave., West, Owen Sound, Ont., is in the market for a saw jointer for slack staves.

The Southwestern Dehydration Co., 409 Andrews Building, Dallas, Texas, is in the market for wooden barrels, baskets and crates, for shipping dehydrated fruits and vegetables.

Eagle Cooperage Co., 1619 Blair Ave., St. Louis, Mo., is in the market for one hoop driver, suitable for 30 to 60-gallon barrels; one barrel-washing machine, and one bung-boring machine.

Warren Lubricant Company, 20-26 Maurice Street, Buffalo, N. Y., is in the market for a good grade No 2 white, red or chestnut oak, K D J & B staves. Also mill run heading, circled, 22-inch, either oak or gum.

The David Garratt & Sons Co., 1200-10 South Bouldin Street, Baltimore, Md., is in the market for 200-pound ash pork barrels with galvanized hoops. Also pine stave kegs, from 5 to 30-gallon capacity, with galvanized hoops.

Pensacola Cooperage Co., Pensacola, Fla., is in the market for a car of mill run or wine grade white oak 18-inch and 24-inch regular sawn or cut-off staves. Also a car of No. 2 red oak oil staves. Quote delivered Pensacola, Fla., stating date of shipment.

SOUTH AFRICA WANTS WOODEN BARRELS. ASKS FOR SAMPLE SHOOKS FOR INDUSTRIAL ALCOHOL TRADE

DURBAN, SOUTH AFRICA, October 20, 1922.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Please find enclosed money order, value ten shillings, towards subscription of your paper. Your journal appears in the local reading room, being sent to the American consul, and owing to the journal not appearing lately, I called on him and found that one of the local press staff had got it, and expect, by my inquiries, he will see to its being renewed to the library again. I am enclosing a cutting from the local press which may interest you. I have been in touch with a few firms in America, but unfortunately it has all been in reference to staves and heading. None are used in this province; a quantity is imported into Cape Colony and made into casks on piece-work by hand by colored coopers, resulting in a poor class of cask, not properly round and cock bilged. I am therefore desirous to get into touch with firms in the shook line (not slack work). Could not some of your clients of an interested and pushing nature send me a sample shook of what they principally deal in; preferably hogsheads for industrial alcohol, 5 and 15-gallon for wine and spirits, usual sizes used here, with full particulars regarding price, etc? There is a small outlet here, but in my opinion, now is the time to get in, as the principals here are undecided between drums and barrels. There is a quantity of second-hand shooks which came here three years ago, but owing to the wages, 3 shillings 3 pence per hour, and duty over twenty shillings per cask, they are likely to be abandoned to customs. A commission appertaining to trade and industries appointed by government sat here a short time ago. A recommendation to increase duty on cooperage was on the schedule. Had I had sufficient data I would have appeared to protest, but there is no use to be destructive if not constructive. Can you help me to attain the object I wish to achieve? Can the wooden barrel not be up and doing in this country? Am only a working cooper, three and a half years in business, the only master cooper in this province, but was unfortunately let in by a local distillery for £300, or otherwise I would have come over to visit you and learn some of your pushing methods.

Yours truly,
JAMES C. DAVIDSON.
Prince Alfred St., cor. Ordnance Road,
Durban, South Africa.

NATIONAL KRAUT PACKERS' ASSOCIATION ARE ADVERTISING

"Science and Sauerkraut," is the up-to-the-minute caption which heads the full-page advertisement carried by the National Kraut Packers' Association in a recent issue of one of the leading weekly publications. Like all other manufacturing trades, the kraut manufacturers have organized and started on the only road that leads to trade protection, improvement and business increase, namely, advertising.

The Associated Cooperage Industries of America

In Semi-Annual Convention at Chicago, November 8th-10th

PRESIDENT "ED" HAMILTON, WYNNE, ARK.

Members of The Associated Cooperage Industries of America gathered in force at the Hotel Sherman, Chicago, November 8th to 10th, for the seventh semi-annual convention. Approximately 250 affixed their names to the register, and there were probably half a hundred more in attendance who failed to make their appearance at the registration booth, but who were drawn to the meeting in pursuit of their interest in cooperage activities. During the three days of the sessions, the huge lobby of the Sherman Hotel and the rooms that were set aside for the various group meetings hummed and buzzed with trade talk and debate, and with the adjournment of the final meeting late on Friday afternoon, there was brought to a close one of the most successful conventions that has so far been held by cooperage interests.

The most notable feature of the convention was the distinctly apparent air of optimism and cheerfulness that pervaded the rank and file of the assemblage, and the confidence and assurance in the speedy return of prosperity that was radiated by practically every representative on the convention floor. The coming together of operators from every section of the country, and their close communion in these national gatherings, sets the stage for intimate trade discussions and for the exchange of first-hand information on existing conditions and views on the future outlook, and furnishes an accurate means of gauging the exact status of business. Conditions, good or bad, are reflected in the attitude and expressions, facial and oral, of the members who take the time and trouble to journey to association meetings, and one would have to be totally unobserving if he failed to see that the Sherman Hotel, during the days that the seventh semi-annual convention was in progress, was filled with a body of business men who were buoyant and cheerful in the present trade situation and who were looking to the immediate future in pleased expectancy of even better conditions.

As is the usual order at all cooperage conventions, the affairs of the association were discussed in the business meetings of the different groups and in the general session, while the hotel lobby was the "exchange," where individual greetings were exchanged, old acquaintances hailed and experiences swapped, trades consummated, etc. It was in the lobby that the real pulse of the trade was to be felt and the real actual temper or temperature of business determined. November 9th and 10th, spent in the lobby of the Sherman Hotel, listening to the information as to business conditions that was retailed by men from practically every section of the country in which cooperage activity is pursued, taking note of their cheerful demeanor, observing the numerous sales and purchases negotiated, at the same time noting the confidence in the future that was displayed on every hand, would force the veriest of skeptics to the conclusion that the cooperage business is now *good*, and is destined, in the course of the coming months, to become *still better*.

The one fly in the present business ointment, according to the collective opinion of the majority of cooperage operators, is the shortage of transportation equipment. The complaint on this score was general, and it was the one doleful note struck in the three days of the convention. There is, apparently, no section of the country that has escaped the car-shortage, and this dearth of rolling stock is seriously handicapping business. Demand is strong, orders are plentiful, and prices are satisfactory, but without freight cars material can not be moved to market, and as a consequence many plants are suffering severe embarrassment. The heavy demand, coupled with the inability of the producer to make immediate shipments, is resulting in a marked stiffening in prices on all cooperage materials, a phenomenon that was hailed with gleeful satisfaction by some of the manufacturers attending the convention, and viewed with a measure of uneasiness and alarm by others. The element of danger to the welfare of the industry that lies in excessively high prices was a freely-discussed subject in the "lobby forum," with moderation and restraint in price-fixing having many able advocates.

The convention program covered a three-day schedule, with Wednesday, November 8th, devoted to registration and a meeting of the executive committee; Thursday, November 9th, to the various group meetings, and Friday, November 10th, to the general session. The "boys" began to arrive early Wednesday morning, and as the trains from the different points, east, west, north and south, landed them in the city, the throng grew rapidly until Thursday morning, when the registration was practically complete.

SLACK GROUP SESSION

The Slack Cooperage Group was at the top of the list of activities in the actual convention work, and the members having gathered in the Tiger Room at 11 o'clock, Thursday morning, the session was formally opened when V. W. Krafft, vice-president of the Slack Stave, Heading and Hoop Group, called the group to order for the consideration of the business in hand. Mr. Krafft spoke extemporaneously, reviewing in a brief manner the conditions of the past two years and expressing the conviction that the convention then in session marked the turning point on the last leg of a complete business revival. He appealed to those present to enter in a free and unrestrained manner into the discussion of the subjects that would occupy the attention of the meeting, and reminded them of the truism that they could derive benefit from the ensuing activities only in proportion as they participated in them. In the absence of a committee report on the Revision of Grade Rules and Specifications, which was the first subject scheduled for consideration, the matter of "overhead cost" was taken up. O. T. Steudle, chairman of the Committee on Overhead Costs, submitted a detailed cost chart which had been compiled expressly for use in stave operations, and which the committee recommended as being a comparatively simple and practical method of determining actual net cost in the manufacture of staves. Mimeographed copies of the chart submitted were passed out to the members present with the recommendation that they be studied with the view of further discussion at the annual convention.

SECRETARY C. G. HIRT, ST. LOUIS

COST CHART
Timber

STUMPAGE

Average cost per 1,000 feet or rank ..... $.....
Additional purchases should be added and averaged from time to time.
Feet of logs .....
Ranks or cords of blocks .....

TIMBER PURCHASED

Logs ..... Feet $.....
Blocks ..... Rks. or C. $.....
Total ..... $.....

CUTTING

Contract ..... $.....
Day labor ..... $.....
Tools ..... $.....

HAULING

Contract ..... $.....
Day labor ..... $.....
Feed teams ..... $.....
Exp. teams ..... $.....
Feet of logs .....
Ranks or cords of blocks ..... $..... $.....

OVERHEAD

Woods foreman ..... $.....
Miscel. logging exp. ..... $.....
Average feet cut and hauled $.....
Direct cost, 1,000 feet or rank, on right-of-way ..... $.....

LOADING

Contract ..... $.....
Day labor ..... $.....
1,000 feet or ranks ..... $..... $.....

TRANSPORTATION

Freight ..... $.....
Boats ..... $.....
Raft and run ..... $.....
1,000 feet or ranks ..... $..... $.....
Total cost per 1,000 feet or rank at mill.. $.....
Average staves cut from 1,000 feet or rank of timber.
Timber cost per 1,000 staves manufactured ..... $.....
Figure 3, ranks or blocks equivalent to 1,000 feet of logs.
Figure 2, cords of blocks equivalent to 1,000 feet of logs.

COST CHART
Staves Manufacturing

Mill labor, piled on yard .. $.....
Mill expense—
Saws and knives, bolting, oils, repairs, machinery and buildings ..... $.....
Barn feed and expense .... $.....
Staves manufactured ..... $..... $.....

JOINTING

Labor ..... $.....
Wire and twine ..... $.....
Machinery repairs and renewals ..... $.....
Staves jointed ..... $..... $.....

SHIPPING AND STORING

Labor ..... $.....
Barn feed and expense .... $.....
Staves shipped ..... $..... $.....

GENERAL OVERHEAD

Salaries, officers or proprietor ..... $.....
Salaries, clerical ..... $.....
Office supplies and expenses $.....
General expenses ..... $.....
Fire insurance ..... $.....
Liability insurance ..... $.....
Interest paid ..... $.....
Legal expenses ..... $.....
Depreciation, buildings, machinery, live stock, logging equipment, shut down or overhead ..... $.....
Anticipated repairs ..... $.....
Staves manufactured ..... $.....
Total manufacturing, jointing, shipping and overhead cost per 1,000 ..... $.....
Timber cost per 1,000 staves ..... $.....
Total cost per 1,000 staves, stumpage to car. $.....

Explanation of Cost Chart—Submitted by O. T. Steudle

Timber—In order that this operation may be properly kept up with, it will be necessary that the mill install a book with several columns, thereby giving sufficient space for the number of feet and the cost of each operation—Purchased, Cutting, Hauling, Loading and Transportation. The timber purchased, cutting, hauling and stumpage should be totaled and the average cost used for each month.

Staves Manufacturing—All labor connected with manufacturing and piling on yard should be charged to this account. The monthly items of mill expense should all be charged to this cost. A proportion of the feed for teams, as well as repairs on wagons and harness should also be charged here. One-half of the expense of the yard teams would be about the proper proportion.

Jointing Staves—The cost of this operation should include the labor, wire and twine, and the repairs

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AND FOR MOST FOR THE USERS
"THE OLD RELIABLE" WOOD BARRELS

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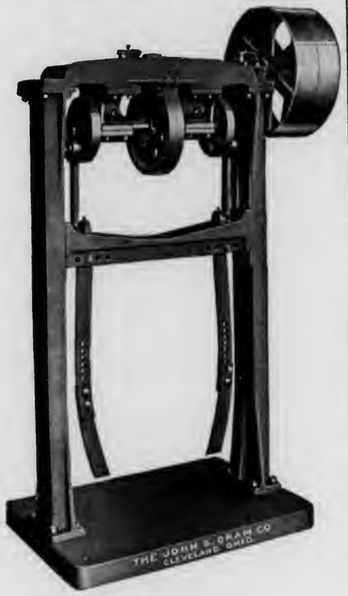

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FIFTY YEARS
of
"Knowing How"

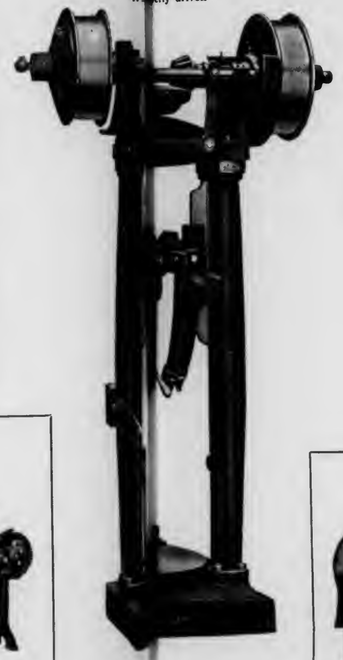
ESTABLISHED 1872
INCORPORATED 1914

HEADING PLANER

USE OUR
STEEL
Truss Hoops
"MADE RIGHT"

WINDLASS

"ORAM" STAVE DRIVING MACHINE
STRONG—DURABLE
Capacity—As fast as operator can handle 600 to 1,000 pkgs. per day of 10 staves properly driven

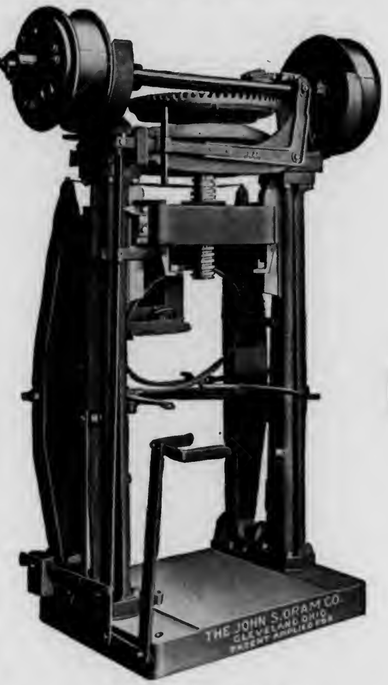


STAVE JOINTER

USE OUR
STEEL
Truss Hoops
"MADE RIGHT"

BARREL LATHE

NEW "ECONOMY" (PATENTED)
HEADING-UP MACHINE



105 PAGE CATALOGUE
No. 22—New Issue

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THE JOHN S. ORAM CO.

STAVE, HEADING AND BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

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TIGHT BINDING TEXT CUT OFF

CROZED STAVES

For One Hundred Per Cent Barrel Efficiency

CROZED STAVES are Cut, Crozed, Chamfered and Equalized in one operation, on the No. 4 Special Greenwood Cutter, manufactured by the Rochester Barrel Machine Works, of Rochester, New York, equipped with our patented knives. :: :: :: :: ::

All responsible cut stave manufacturers are invited to use our process. :: :: ::

Crozed Stave Corporation

GRAND RAPIDS - - - - - MICHIGAN

"Makers of Universal Staves"

The better knowledge you have of the quality in our

"Quality Plus"

SLACK COOPERAGE STOCK

STAVES

HOOPS AND HEADING

the more clearly you realize why it is that our business is constantly increasing in volume : :

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Every item of manufacture and delivery—material, mills, men, shipping facilities, etc., handled to the end of pleasing YOU

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of jointing machines—knives, bed plates, etc. As a new jointer knife will last for quite a while, in order that none of the cost may be overlooked, the cost of such knife or knives should be charged to the current month.

Shipping and Storing—This cost should include all labor connected with storing and shipping staves, since storing staves at times is an unavoidable cost and adds no value to the product. One-half of the yard teams' feed and expense should be charged to this account.

General Overhead—Particular attention should be given to this item of cost. It results in the profit or loss of the business. Practically all items are listed under the heading on sheet No. 2. The amount of stock on hand and insurance carried varies from time to time, and the monthly cost for this item should be based on an average representative stock at the annual rate. Depreciation should be figured on the life of the operation, as nearly as possible, and conservatively, less a salvage value of holdings. Shutdown overhead is a very important item of cost and should be given due consideration. More or less time is lost at all mills, and the General Overhead should be figured on basis of steady operation, which we will say would be 8, 9 or 10 months per year. In this case the monthly overhead rate would be much higher than on a steady operation.

Anticipated Repairs—Due consideration should be given this item. For instance, if during the present year a new set of tunnels must be built, a new boiler or engine installed, or other extensive repairs must be made, the cost of same should be estimated as accurately as possible and spread over the year's operation on a monthly proportion, not overlooking the shutdown period.

The report of the Overhead Cost Committee was accepted and a vote of thanks given the members of the committee for the conscientious discharge of their assignment. The chairman then introduced the subject of Trade Extension in a few short and forceful remarks in which he lauded the work of the committee having this work in charge. A. C. Hughes, the field representative of the Trade Extension department being introduced, delivered an exhaustive report of his activities covering the past six months.

Report of Field Representative A. C. Hughes

Upon assuming the position of field representative of the Slack Cooperage Group at the close of the May convention in St. Louis, I was asked by a member of your Trade Extension Committee: "What method of procedure have you decided upon to follow?" I replied, "To do whatever I can to advance the prosperity of the industry and to further the interests of individual members in a methodical and practical way, so all may have a part in the achievement of these purposes and your opinion to serve as a guide in all my undertakings."

I might have added that a trade extension representative should always have before him the question whether his work is really productive and not overhead. What with research, personal contact and consultation with users of cooperage he has available, a field representative should be something more than a spare tire. He should be a producer, or better, a productive man.

To realize that he is an important part of the money-making force and not wholly the non-producer, brings commensurate responsibility. If he is a productive man he must know his depths, and if weakness lies therein be ready to correct them.

It was, therefore, necessary for me in the beginning to establish a program of productive activity which would result in an informative demonstration of the material value of a Trade Extension Department. In fact, to make the department the industrial searchlight of the slack cooperage industry and enable those engaged in it to see, sometimes in dim outline, but usually plainly, much that would remain obscure if denied its aid, and the light once used to be applied when necessary.

Developing Patronage

During my short term in serving you I have discovered that the development side of trade extension work creates new barrel patronage, but makes few fundamental discoveries. The wooden barrel has been used so long in industry and its efficiency is so well recognized, no apprehension need prevail that its use shall become generally discontinued. Wherever its use is not practiced, or has been discontinued, it is safe to assert that a cheaper substitute or a poor quality of barrels is the cause. But this fact should not encourage the cooperage manufacturer to sit in supine complacency. Too long the cooperage industry has regarded the wooden barrel as an essential commodity that cannot be replaced excepting by an inferior commodity, which never can become a dangerous competitor. We term them substitutes, only to find too late they are competitors equal in appearance, quality and endurance for certain special purposes.

The producers of these substitutes are sparing neither money, efforts nor printers' ink to convince the users of such containers that their products are not only better, but more profitable to handle than wooden barrels.

It is here where the Trade Extension Department furnishes the machinery for demonstrating the superiority of the barrel, and develops a patronage through the useful results of exploration in distinctive fields and industries by personal propaganda work and appropriate advertising literature.

The Slack Cooperage Group is thoroughly informed of my movements in this direction through the various bulletins submitted for your information.

My attendance at different meetings of sectional, State and local horticultural and agricultural organizations, the Bureau of Markets at Washington, at national conventions of lime manufacturers, purchasing

ANDREW C. HUGHES, FIELD REPRESENTATIVE FOR SLACK COOPERAGE GROUP

agents, national manufacturing chemists, candy manufacturers, national poultry, butter and egg associations, had for its specific purpose the establishment of a fundamental routine which would develop a knowledge that should enable the group members to foretell, and thus control a situation they will have to meet in these industries. In other words, to create a demand for cooperage that will eliminate as far as humanly possible the operation of your business on an emergency basis by placing in your hands a reasonable knowledge of tendencies and the consequence of those tendencies. This endeavor not only applies to the industries mentioned, but those yet to be explored which use cooperage and cooperage material, or might be induced to do so.

Practical Results

A deliberate survey will bring conviction that this method has been well calculated to equip the Trade Extension Department with very obvious responsibilities and opportunities for accomplishing every reasonable purpose that can be required of it, not only within the industry itself, but as a proper contribution toward the good-will of customers and the general public.

Practical results in barrel patronage secured through attendance at these meetings can best be shown in figures. 197 specific trade opportunities have been handed to each group member in bulletin form through the association office. Countless interviews were held with potential and actual users of cooperage at the psychological time and place. Addresses on barrel usage have been made before large gatherings of orchardists, and at such national association conventions as the program would permit. Private interviews with executives in new fields for cooperage were carefully prepared and planned to meet combatant arguments—not as short cuts to information, but as a stimulus—especially to the skeptic to learn more thoroughly beyond their own specialty about the dependability of wooden barrels to ship their products.

These facts shed a favorable light upon the character of trade extension work. Certainly the interests of all group members demand that support be given to a movement which stimulates patronage, simplifies troublesome container problems existing among your customers, converts industrial users of cooperage who have been induced to experiment with competitive containers, and keeps pace mentally with the industry whose product is constantly presenting opportunities for public use engendered by aggressive publicity and directed from the entire firing line.

Trade Exhibits

The very material and educational value of participation in trade expositions is generally recognized by large industries as being one of the very best mediums to create patronage and capture new fields.

In search of first-hand usable knowledge, executives and purchasing agents are conquered by the immensity and the compelling interest of what they behold. More than that, they gain more technical knowledge than they could in any other way, because their personal observations are supplemented by explanatory data supplied by experts employed for that purpose.

Attendance at the National Chemical Exposition held in New York in September convinces unquestionably that those manufacturers who exhibit their products possess a real and legitimate advantage over those who do not. The opportunity of getting together and solving each others problems results in marked benefits and good will to both.

This new departure in barrel advertising should be continued. The most successful substitute competitors are eternally displaying their wares and have been doing so while our industry rested on laurels earned before the advent of cotton and burlap bags, baskets, fiber boxes and steel drums battled their way to public patronage.

Barrel Standards in the Chemical Industry

The many instances where standardization would help the cooperage and chemical industries were quite in evidence during the Chemical Exposition. Interviews with chemical manufacturers brought out the fact that a sound system of barrel standards was desirable and even necessary to eliminate indecision in barrel use. The establishment of a measure of quantity—and quality as well—as a rule to govern sizes and designs of barrels would help greatly to enhance the actual use of them in the chemical industry. Tendencies of that industry strongly lean toward concentration in the finer chemicals. Labor costs and high freight rates are given as contributing causes; this tendency creates a demand for smaller containers. Chemical manufacturers as a whole have not the proper knowledge of cooperage manufacture to appreciate that sizes which are not standard are of special order and production costs are thereby increased.

The importance of reaching an agreement between the two industries on rules of uniformity is obvious. To arrange a conference and propose a program which would assist in the development of important factors in standardization of cooperage would establish economical progress and good practice.

During the exposition I was interviewed by Mr. Dehill, inspector of the Bureau of Explosives, who informed me that an invitation had been extended to the Bureau to increase its test and specification department to include the investigation of shipping containers for all kinds of commodities, and to prepare recommendations in the form of specifications for the efficient container on engineering principles. The object intended is to confine to the smallest number of simple types which can be devised. In view of the investigation being made by the Bureau of Explosives on the subject of standardizing containers, the attention of this convention is called to the necessity of inviting preliminary action in this matter with the National Association of Manufacturing Chemists.

Secret Campaign Against the Sugar Barrel

Statements disparaging the sanitary value of the sugar barrel have recently appeared in the press, the source of which is difficult to determine in some instances. Comments and opinions, either anonymous or supposed to be the voluntary contributions of disinterested persons, have appeared over a wide area derogatory to the sugar barrel, and the press conceals any connection with this campaign of disparagement.

The injurious effect of anonymous, but apparently disinterested opinion, either editorial or contributed, in matters affecting public health, is incalculable. The same statements in an advertisement would not have nearly the same influence. Members have long been aware that all these attacks in newspapers must be inspired and paid for by some interested party. If the source could be located, proper steps might be taken with the Federal Trade Commission to arrest the circulation of such propaganda. Until such is accomplished, however, we must apply all these assertions to the test of fact, which, in the long run, can best be done through personal suasion backed up by barrels of quality.

Data on Industries

Intervals occurring between time spent traveling have been applied to compiling a roster of national associations that are users of cooperage, for use at proper periods of trade activity; a study of crops and markets, a research into tendencies of certain industries toward the use of competitive substitutes and the result of these tendencies, and to acquire a knowledge of the kind and quality of cooperage that can be used in industries for new purposes.

Much of this data is being secured through correspondence after having personally conversed with national association officials at conventions and gatherings of their various organizations. This work requires scrupulous study, but when completed should serve as a valuable vehicle in placing the wooden barrel in the preferred class of commodity containers.

Catalogues—Circularizing Industries

To executives and purchasing agents in industries who are or may be interested in the general line of cooperage manufactured by members, and for the purpose of providing reliable information concerning the varied sizes and kinds of barrels suitable for shipping commodities of all industries, the compilation and maintenance of a complete trade catalogue of slack cooperage will fill a real need. Requests from executives have been made for it. The necessity of expediting correspondence and imparting information to ascertain the needs of shippers, a buyers' guide should render invaluable service which would make for economy and enable the prospect to concentrate his buying.

The data for this catalogue could be collected through the Trade Extension Department with the co-operation of members throughout the slack cooperage industry, with the name and address of each manufacturer to be printed in the catalogue.

With the compilation of manufacturing firms' and purchasing agents' names and addresses now on file in the association office, the material results from released circular letters and catalogues throughout the country from time to time, should obtain trade connections, impart trade information, and keep our campaign of publicity constantly before the public. Your attention is invited to this important matter.

Confidential Investigations

Investigations affecting the patronage of seven firms were submitted to me at different times during the past six months by members directly interested. These investigations were conducted with extraordinary care, and the findings were confidentially reported to the parties requesting them.

Co-operative Action

Some members of the group probably feel that trade extension work fails because certain members decline

to take part in it. Others undoubtedly think they did well to stay away, although quite a number believe that by the aloofness of these we are lax in our duty to advance the cause for which the department was instituted.

These unrelated efforts of individual members indicate a pressing need for a united concert of action. The sharp competition of substitute containers is generally conceded to be one of the greatest problems to solve in the industry. Action of one sort or another has, and is being generally demanded, but a program of action or non-action, as the case may be, has not hitherto been developed into a concerted orderly method of waging an aggressive campaign against the menace —at least in a unanimous, sympathetic co-operation which should meet the condition. There is only one way to do this; let the findings—both the majority and minority of this group—be unanimous in conforming to the policies that are made. It is a joint undertaking in which every member has a responsibility. For the attainment of these purposes the group as a whole may fittingly be expected to stand back of the definite and practical recommendations which are enacted through the media of previous conventions of The Associated Cooperage Industries of America. Only that succeeds which serves!

Conclusion

In submitting this report it is hoped that due consideration will be given to a new man on a new job. I have earnestly tried to serve you during the short time in office, and have never failed to seek permission and approval of the Trade Extension Committee on questions of policy and ethics in all my undertakings. It has been my privilege also to consult and advise with the vice-president of this group, with the national secretary and his assistant. With all of them my associations have been of the highest order of cordiality which should develop as time goes on, a better and broader store of knowledge of our industry and its essential value to the purchasing public.

Mr. Hughes' report was accepted and a vote of confidence and thanks extended to him.

W. R. Anderson Urges a 100 Per Cent. Participation In Trade Extension Support.

W. R. Anderson, chairman of the Trade Extension Committee, then presented the report of that body which was as follows:

This committee, as you know, was appointed along in February of this year and we commenced to cast around to know what method to use in conducting the work. We consulted various members of our group and concluded the best thing to do was to get a man to personally go out and see the users of our product and institute an educational campaign. We didn't know about the results, but Mr. Hughes has certainly been successful. Subscriptions were secured and the work was commenced. Exhibitions have been held at the conventions of various consuming industries, such as the chemical, potato, apple, vegetable, etc.

We have an itemized statement of every move of Mr. Hughes', and I will say frankly that you must give the credit to Mr. Hughes and not the committee, because he has formulated all these plans and carried them out. Of course he has put it up to us in each case, but he has done the whole thing himself, and he is the only paid man who is connected with this affair.

I don't think there is any doubt but that we can all feel that this work has been a success, that Mr. Hughes has been working for everyone of us, not only for a part of us, but for every one of us. I am well acquainted with you, gentlemen, and have been for the last few years, and there is no question in my mind but that you will be willing to contribute when it is for your interest. I know you are gentlemen of that caliber, and I believe that next year we will have a 100 per cent. participation. In order to carry on this work, however, we must have subscriptions started now for next year. While I expect this matter will be discussed here and in the convention further, I want to feel that we will carry this work right along and in a good deal stronger way than at present. We are positive, in looking into the matter carefully, that this is the way to build our business up.

Wooden Barrel Boosting Work Will Go On

Following the reading and acceptance of the report of the Trade Extension Committee, the meeting voted unanimously to continue this work for another year, and to retain the services of Mr. Hughes during that time.

As a direct result of the progress that was reflected in the report that they had just heard, many members of the slack branch, who had not been subscribers to the Trade Extension fund, asked for blanks that they might subscribe their quota to the support of the movement. On motion then made by George J. Wunderlich, the retention of the present Trade Extension Committee, consisting of W. R. Anderson, George Wilson and Thomas Walsh, was voted upon, and the committee will, therefore, continue active.

Abolish Grade Rules and Specifications Adopted in 1919

The abolition of the grade rules and specifications established by the Mill Inspection Committee during its activity in 1919 was the next subject considered. It was explained that there were some conflictions between the rules adopted by the Mill Inspection Committee and the standard rules now in force, and since the mill inspection department is no longer operative, the elimination of the conflicting rules was sought. This was accomplished by the meeting voting to abolish the rules adopted by the Mill Inspection Committee under date of June 3, 1919.

The committee on Revision of Standard Grade Rules and Specifications, although scheduled to make a report at this meeting, failed to have a representative on hand, and there being no further business before the body, adjournment was ordered.

TIGHT GROUP SESSION

The members of the tight branch assembled at 2 o'clock, Thursday afternoon, and the meeting was opened by President Ed. Hamilton, who presided in the absence of Steve Lennon, vice-president of the Tight Stave and Heading Group. President Hamilton said:

"I haven't anything particularly to say to begin with, but I am reminded somewhat of an occurrence down in our valley about ten years ago. We had a snow storm in April, and a farmer down west there had worked out his corn once or twice; the stuff was planted and up. He got up early one morning; like the average farmer, the first thing he wanted to observe was the weather condition. The ground was white. He couldn't believe his eyes, so he felt of it. He couldn't believe the feeling, so he tasted of it. Then he went back and woke up his wife and said, 'Old woman, get up! You've slept all summer and lost the crop!'

"So that illustrates the stock situation today. I don't know as we have been asleep, but we probably haven't been doing anything as we should have.

"The topic for discussion, gentlemen, as those of you who have the program for this meeting know, is the prestige of the tight barrel. The different phases—its place in industry today as compared to former years; has prestige been maintained, or has it slipped? If the latter, what were the contributing causes? And so on.

"These are the questions that occur in connection with the subject of the tight barrel prestige, and are matters that shoud receive attention. I think, before we go into that, however, the first thing we will do will be to hear Mr. Pease, of the Bureau of Explosives, who is here, and who, I am quite sure, has an interesting message for the coopers, and indirectly for the stave and heading men. Therefore, we will be glad to hear from Mr. Pease right at this time."

The Tight Wooden Barrel as Viewed by the Bureau of Explosives

Acknowledging his introduction to the tight cooperage men by a gracious expression of his appreciation of the opportunity of appearing before them, Mr. Pease said:

"Sometimes I am asked when I go in to see a man, 'Who is this Bureau of Explosives? What do they do? And what right have you to come around here?'

"I might say in connection with that, that the Bureau is an organization which is authorized by an Act of Congress and by the Interstate Commerce Commission to formulate certain regulations and specifications for shipping containers for the transportation of those articles which are classified as dangerous under the Commission's regulations.

"This is for the purpose of giving the Interstate Commerce Commission an opportunity of considering these regulations which are formulated by the Bureau in order that they may make them the regulations of the Interstate Commerce Commission if they meet with their approval.

"In about 1913 there was conducted a series of tests at the Forest Products Laboratory on tight cooperage for the purpose of ascertaining what the requirements of the tight barrel would be under certain tests, and for the purpose of determining its adaptability for the transportation of inflammable liquids and some corrosive liquids. Some very good specimens of tight cooperage were furnished to the Forest Products Laboratory for these tests, and certain tests were conducted, and they were squeezed in various ways and dropped in various ways, and internal pressure was applied, and the like, and a series of very interesting results, of course, was secured.

"After securing these results, it was considered desirable to formulate some specifications for the purpose of insuring to the shipper, the manufacturer and the common carrier some barrels that would be the equivalent of these barrels in the transportation of inflammable liquids and things of that sort. Specifications were formulated, but I forgot to state that these specifications do not fulfill the necessary requirements to furnish a barrel in all respects equivalent to those tested at that time, and for some time past I have been endeavoring, as a member of the Bureau of Explosives, to get some improvements in these specifications, and I have taken the opportunity of getting in touch with such members of your industry, and feel that I have pretty well under way an outline of a consistent and reasonable specification for a good grade of tight cooperage.

"One thing that makes this procedure necessary is the numerous reports of leakages that come to hand covering loss and damage of inflammables and acids as shipped in tight cooperage. Investigations as a result of these complaints, reveal the fact that second-hand cooperage is often times used, which is not really up to grade and which has been poorly re-coopered, refitted with [illegible] assortment of miscellaneous hoops, etc.

"On the other hand, when new barrels on a competitive basis do not comply with the specification, sometimes the purchaser takes the responsibility himself, and he marks these barrels to indicate compliance with the specifications although they may not comply, and this also in some occasions results in further investigations covering leakage, loss and damage.

"What we really need, I believe, is some means by which a barrel may be manufactured and used, a barrel which may be identified with respect to its manufacturer, and which may be also checked up with respect to the specifications under which it was constructed, and if it does not check up, with the means of identification we propose to install, we will be able to track it down to the source.

"This will necessitate some mark placed on the barrel to indicate by whom manufactured, and in the specifications which I have under way we propose to put this mark on the bung stave and to have this mark registered at the Bureau's office, and authority secured for its use.

"When this barrel eventually becomes bad and needs to be re-coopered, the probability is that this bung stave will come out first, and in that event the barrel is no longer classified as an I. C. C. barrel and naturally will have to go into other channels of use.

"The specifications that we now have for acid and highly inflammable liquids require a one-inch head and a three-quarter-inch stave in the finished barrel. The hoops are required to be six now, but it is proposed to make these hoops eight by reason of the fact that many of the purchasers are already now specifying eight hoops irrespective of the specifications, and regularly use eight hoops. As I have seen hoops lost on some occasions, it appeared quite desirable to put eight hoops on and to fasten them on.

"It might be that some questions will be asked relative to the information which you gentlemen would like to secure on the subject that possibly would be of more interest than further remarks on my part. I'd be very glad to entertain such questions."

Vote of Thanks Extended Mr. Pease—Remembrance Sent Col. Dunn and Col. Carlton

At the conclusion of Mr. Pease's remarks he was plied with questions covering a wide variety of subjects pertinent in varying measure to I. C. C. barrel specifications and the purposes of the activities of the Bureau of Explosives in relation to cooperage, all of which he answered clearly and explicitly and to the satisfaction of the inquirers. The group extended him a vote of thanks and charged him to convey to Colonel Dunn and Colonel Carlton, also of the Bureau of Explosives, the compliments of the Tight Branch of The Associated Cooperage Industries of America.

Tight Barrel Prestige

"Tight Barrel Prestige," the topic scheduled for general discussion, was the next order of business. The subject was most interesting, and drew out some lively and spirited debate in which the conditions prevailing in the tight industry were interpreted according to the individual viewpoints of the various speakers. Car shortage, weather handicaps, scarcity of water, dearth of common labor, and the numerous other factors that influence production were considered at length and their effects upon present business argued. The prestige of the barrel, at home and abroad, the gradual swing of preference from one style and capacity of barrel to another, and the prevailing economic status of the trade were other issues touched upon. W. L. Knox, John T. Daniels, C. C. Berry, John Hellmuth, John R. Winterbotham and N. W. Calcutt being the leading figures in the various discussions. Clarification of many clouded questions and a deeper appreciation of the mutual industrial obligations of tight manufacturers was clearly evident among the members when the meeting adjourned.

GENERAL SESSION

The General Session, in which all branches of the association participated, was called to order by President Ed. Hamilton at 11 o'clock, Friday morning, November 10th. President Hamilton informed those present that he had prepared no address, and that he hesitated to inflict an extemporaneous speech upon them. Secretary Hirt's report was the first order of business and was as follows:

Secretary Hirt's Report

Never in the history of the industry have our members met with similar conditions as have prevailed in the past two years. Industrial disturbances as well as interrupted transportation service no doubt contributed largely to the difficulties and problems that have confronted us during this period. Under these adverse circumstances your association has been a great value to the members through the service rendered them in the mitigation of many of the difficulties encountered, which could not have been accomplished with the same degree of success by individual effort.

The old adage, "In unity there is strength," is truly applicable to each and every one engaged in the cooperage business. The day of individual government and selfish motives, to the detriment of those engaged in a similar pursuit of livelihood, is rapidly becoming a thing of the past; the necessity, therefore, for combined strength and concerted action in meeting the new situations and conditions is more apparent each day.

Recent developments in the commercial fields strongly indicate a tendency towards increased business activities and a return to an era of prosperity, contingent upon the ability of the railroads to supply adequate transportation facilities for the movement of the various commodities. Along with this will come new methods and ideas in the future conduct of business. It therefore behooves every one engaged in the cooperage business to combine his individual strength and effort with the members of The Associated Cooperage Industries of America, and become a part of our organization, in order that he may be the better enabled to successfully meet these new conditions.

Railroad Situation

One of the most perplexing problems before us is the railroad situation, and upon its solution, to a great extent, depends the resumption of business generally. Our difficulties, however, in this respect, but reflect those prevailing in other industries. Your association is deeply interested in your welfare, and is employing every possible means to foster and protect the interests of its members. In this connection it may not be amiss to state that, realizing the necessity for unrestricted transportation of cooperage and cooperage material on account of its importance as a factor in the preservation of food and food products, we took up with the Interstate Commerce Commission very forcibly the matter of obtaining a priority in the movement of our products. Our petition in this respect has not as yet received the favorable consideration anticipated. However, pending a final decision in the matter, the commission, in an endeavor to assist us in securing relief as promptly as possible, expressed a willingness to give each individual complaint submitted to it special attention.

While, of course, the securing of a priority order is highly desirable, the plan adopted by the commission, through its Bureau of Service, cannot help but prove of immense value to our members. In fact, as result of their co-operation in this connection, we have been able to secure relief in various cases brought to our attention by the members. We are working closely with the commission as well as the railroads, and will continue our efforts towards obtaining transportation relief for our cooperage interests.

Railroad Labor Board

A bill has been introduced in the House by Representative Hoch, of Kansas, which has for its purpose the abolishment of the Railroad Labor Board, and the substitution of a disinterested tribunal for the settlement of railroad disputes, etc. This bill conforms with the views expressed in a resolution adopted by the members of our association, a copy of which was sent to the Congressmen and Senators at the direction of our Executive Committee. Our members, no doubt, will be gratified to note the action taken through the introduction of this bill.

Trade Extension

From observations made during my short period as secretary of your organization, I have been brought to a clearer realization of the benefits to be derived through trade promotion work, as well as the necessity for concerted action on the part of our members in advancing the interests of the wooden barrel.

Many seemingly unsurmountable obstacles have been overcome through the agency of personal contact. A better understanding of matters involved in a transaction, as well as amicable settlements of disputes and the extension of sales, have resulted from personal representation of the parties concerned. It is very apparent, therefore, that the employment of this force cannot but prove beneficial in connection with trade extension work.

Your association in the past two years has experienced a very strenuous existence, but it has fared no worse in the loss of membership than other organizations of its kind. The foundation upon which it was built has stood the acid test of commercial depression and the principles of the institution still survive, and its members can well be proud of the high standing of their organization. Let us therefore maintain the excellent position it now holds in the commercial world. A better realization of its great benefit to the industry can be gained upon reflection as to the possible uncertainties and chaotic conditions surrounding the cooperage business as result of disputes, misunderstandings and unethical trade practices, etc., that would undoubtedly prevail through its absence. What better transport of business success, therefore, could be desired than the confidence implied through a membership in an institution of this kind, whose ideals and purposes in promoting the welfare of its members are of the highest character.

Following the acceptance of the secretary's report, Treasurer E. H. Defebaugh acquainted the members with the financial condition of the organization. The treasurer's report showed that the association's treasury is sound and healthy and beginning to reflect the prosperity that is being evidenced throughout the trade.

Tight Barrel and Stock Manufacturers Hear of the Fine Trade Extension Work of A. C. Hughes

The splendid results achieved by A. C. Hughes in his trade extension work in behalf of the slack wooden barrel having aroused considerable interest, among many of the tight cooperage manufacturers, as to the scope and cost of the movement, President Hamilton had requested of the Slack Branch that they extend to the Tight Branch the courtesy of allowing Field Representative Hughes' report to be read before the meeting of the Tight Group. This request was granted and the report was read by V. W. Krafft.

Association Pay Impressive Tribute to Departed Members

Following the reading of the above report, President Hamilton informed the meeting of the passing away of three members of the Association: Mr. A. H. Kersting, General Manager of the Clinton Corn Syrup Refining Company, Clinton, Iowa; Mr. R. W. Cox, former president of the Pioneer Cooperage Company, St. Louis, Mo., and Mr. L. A. Burrell, of the Sharon Steel Hoop Company, Cincinnati, Ohio, and a committee consisting of W. L. Wellford, C. C. Berry and A. B. Struthers was appointed to draw up suitable resolutions of condolence, and to have them forwarded to the respective families of the deceased.

The entire body arose and stood for a moment in silence as a tribute to the departed.

Cycles In the Cooperage Industry

A discussion on "The Significance of Cycles in the Cooperage Industry" was next indulged in, during which business conditions, past and present, were scrutinized and examined for the lessons and experiences that could be turned to advantage in the situation in which the trade now finds itself. Able discourses were made by W. K. Knox, V. W. Krafft, C. C. Berry, A. B. Struthers, E. P. Voll and Secretary Hirt.

We are Broadcasting—

"Trade Prosperity and Business Success for 1923"

——Tune In

At the close of the cycle discussion, Secretary Hirt called the attention of the meeting to a service that the association is prepared to render in the collection of rebates due the members on over-charged freight bills and recommended it to their use. He stated that the association's Traffic Department had been uniformly successful in prosecuting these claims, and that it was prepared to give close and vigorous attention to all items that were entrusted to it for adjustment.

Pledges Co-operation

Following Secretary Hirt's announcement, C. C. Berry moved the adoption of a resolution pledging co-operation in the movement started by President Harding to appoint a committee to investigate conditions which cause unemployment and business depressions. H. P. Krallman seconded the motion and it carried unanimously.

Resolution

WHEREAS, The President of the United States, in his wisdom, has appointed, with the approval of Congress, an unemployment conference commission to investigate unemployment and intermittent booms and slumps in industry, and

WHEREAS, The National Bureau of Economic Research, Inc., has been retained to make a survey of the business cycle in American industry, therefore be it

Resolved, That The Associated Cooperage Industries of America, in convention assembled, do hereby endorse the undertaking and pledge co-operation and advice if called upon.

A Vote of Thanks For Chicago Hosts

On motion made by W. L. Wellford, a sincere and appreciative vote of thanks was tendered the Chicago entertainment committee for their part in making the convention such a success, and with the casting of this vote the general session adjourned and the seventh annual convention of the Associated Cooperage Industries of America was recorded finished.

Tight Coopers, Slack Coopers, Coiled Elm Hoop Manufacturers and Second-Hand Barrel Men Hold Special Group Sessions

Aside from the two leading group meetings and the general session of both branches of the association, there were other group meetings held by the tight coopers, the slack coopers, the coiled elm hoop manufacturers and the second-hand coopers. In all these gatherings, problems and matters particularly pertinent to the different lines were discussed and analyzed. In the meeting of the slack coopers group, E. K. Walker, of Stephen Jerry & Company, New York, presented a letter of protest against the practice on the part of some stock manufacturers of quoting prices indiscriminately to barrel users, regardless of their size or stability, or their capacity to absorb or use stock in any such quantity as to entitle them to wholesale prices. Instances were cited of quotations sent to certain firms whose barrel needs were exceedingly small, and who were supplying their wants from local coopers, and who, upon the receipt of the stock prices, used them only as a cudgel with which to belabor the local barrel manufacturers to sell at exceedingly low figures, with absolutely no intention at any time to place orders for stock with manufacturers who had quoted them. Other instances of annoyance and detriment to local coopers resulting from unwise and careless price-quoting were illustrated, and following a lively discussion of the matter, the verdict of the meeting was that the practice should be frowned upon.

From the opening session on Thursday morning, running through to the final adjournment on Friday afternoon, the activity of the seventh semi-annual convention was an enthusiastic, peppy, vigorous demonstration of the fact that the cooperage industry is a live, aggressive institution. The pleasant prospect of brisk business over the winter season, the advancing trend of prices, and the rapidly increasing demand for all classes of cooperage material, have added immeasurably to the satisfaction of the personnel of the trade, and have given cooperage interests the first glimpse of business sunshine that they have had in over two years. The buoyant frame of mind and the frankly pleased attitude of the trade was clearly evidenced in the snap and dash and spirit which characterized the conduct of the different meetings of the convention, and in the whole-hearted interest and support that was accorded those constructive and progressive movements that were put forth for consideration and action.

The Banquet

No convention, regardless of the importance of the matters that are projected into it, is conceded a success unless those attending it, upon their return to their respective homes, carry with them some pleasing memories of relaxation from the worries and cares of exacting business. As custom prescribes that the cooperage fraternity of the city in which a convention is held shall act as hosts to the visiting multitude, it was encumbent upon the Chicago cooperage interests to make provision for the entertainment of their tradebrothers who journeyed to the "Windy City" to attend the meeting. And right royally did they discharge their obligation! On Thursday evening the spacious Crystal Room of the Sherman Hotel, which had been fitted up as a dining room for the occasion, was opened to a clamorous crowd of hungry cooperage men, and they trooped in to a dinner and entertainment that reflected the greatest credit upon the generosity of the providers. A Thanksgiving spread that was an epicurean treat, aided and abetted by a vaudeville program that had the diners literally "on the edge of their seats," rounded out an evening that marked one of the bright spots of the convention. Excellent singing by a male quartet; good, clean, sparkling "acts" of various kinds performed by competent professional performers, and mass singing of popular songs by the diners, put the assemblage in a happy frame of mind, and at the conclusion of the affair the hosts were deluged with compliments upon the excellence of the entertainment they had provided.

The Ladies Were Entertained, Too

In conformity with the gallantry that has always marked the attitude of cooperage men toward the ladies, the Chicago hosts made lavish provision against any possibility of ennui on their part. An automobile sight-seeing tour, a shopping expedition, a theater party, a luncheon and a dinner were on the program of their entertainment, and care was exercised that the amusement offered was such that time would not hang heavily on their hands while the men were engaged in the business of the convention. The expressions of pleasure and appreciation that each succeeding event elicited, attested the fact that the ladies thoroughly enjoyed every minute of their visit to the city.

SIDE LIGHTS

The Sherman Hotel affords good accommodations for the housing of conventions. The lobby is spacious, and the rooms provided for meetings commodious and comfortable. Excellent dining facilities and well-appointed sleeping quarters and general service are also points to its advantage. Its accessibility is further a matter of considerable moment. It is right in the heart of the theater and shopping district, and within a few minutes taxi-travel of all the principal railroad stations. The management is courteous and considerate, and make a conscientious effort to cater to the wishes of their guests.

Optimism and cheerfulness were the keynotes of the sessions. Everybody seemed convinced that "better times," those days when orders are plentiful and when the prices are such that they can be accepted in the assurance of reasonable profits, are now upon us. The long, dismal depression of the past two years had some of the boys believing that the cooperage business was a waning institution, but the happy turn of the tide which set in a few months ago, has changed the aspect of affairs to such an extent that the whole trade is up on its toes and "rarin' to go."

As is usual in all conventions, it was a trifle difficult to drive the members out of the lobby and into the different meetings. This is a condition that applies not only to cooperage conventions—it is the bane of the executives of every association in the land. We can well understand why this is, and why the lobby of a convention hotel is generally more attractive than the meeting rooms. The average member comes to the convention with two main issues on his mind—orders and the association. Orders, under which might be placed buying and selling, are negotiated in the lobby, and the association affairs are discussed on some floor above. The lobby naturally out-draws the meeting room.

The highest hurdle that the industry has to take on its return to prosperity is the car shortage. There are other handicaps, such as high-priced labor, shortage of water in some sections and too much in others, inadequate log supply, etc., etc., but they are of minor status when compared to the transportation problem. With the demand for stock becoming insistent the producers, find themselves unable to get it to market. The railroads seem to be doing their best to make an equitable distribution of what rolling stock is available, but they are not coming within many leagues of satisfying the trade. Some manufacturers are getting fair service, and some are getting next to none. Apparently the chap who is most vociferous in his call, and who can create the biggest fuss and make the most noise, is the man who is receiving the most cars. The lobby congress was unanimous in the opinion that the lack of freight cars is the only thing that is standing in the way of a boom in the trade.

The provision for the continuation of the trade extension movement was probably the most important action of the slack branch of the association. When the report of the field representative and the committee in charge of the work was given to the slack meeting, it was clearly demonstrated that this department was performing a function of the highest importance and achieving results far beyond what was expected of it when it was launched last May. The majority of the slack branch are now enthusiastic in the matter, and the carrying-on of the work for the coming year was assured by an overwhelming vote. Quite a few members who were rather skeptical as to the merit of the undertaking, and who had withheld their contributions pending a demonstration of its real value, after hearing the reports and recommendations of the trade extension committee, promptly fell in line, and filled out blanks pledging their support for the next fiscal year. The success of the slack branch's trade propagation effort excited considerable interest among the members of the tight branch, sufficient to warrant the request that the field representative's report be read before their meeting. The tight men were greatly impressed with the progress that the slack branch is making in reclaiming lost markets and developing new ones, and the institution of a tight branch trade extension department is evidently not very far in the future.

Personal Shots Snapped At The Semi-Annual

"Tom" Powell, the Memphis Mogul, popped around in his usual cheerful manner, and succeeded in adding a bit more to his popularity. Tom can be serious or hantering, as the occasion requires, and in both roles he puts it across. He has a winning way with his "customers," as ye scribe can testify after seeing him handle George Gibson.

"Eddie" Voll, the daddy of the company that bears his name, and the champion catch-as-catch-can stogie smoker of St. Louis, had a bright and breezy greeting for everybody. Eddie knows them all, and as he is a business man as well as a popular guy, he was busy glad-handing the throng all through the three days of the sessions.

W. P. Anderson, the "big stick" of the Gideon-Anderson operations, injected his jovial and friendly personality into the "goin's on." W. P. is chairman of the Slack Branch Trade Extension Committee, and he is pushing this important movement with commendable vigor.

A. B. Struthers and G. A. Zeigler registered early Wednesday. Somehow the convention wouldn't seem complete unless these two stalwarts were setting in. Both "A. B." and "Gus" are the type of men who comprise the bone and sinew of the cooperage business. Upright, honorable, tolerant, clear-visioned business men, who are a credit to the industry.

Henry A. Koster, of San Francisco, won the stained-glass fly-swatter for having traveled the greatest distance to attend the convention. He dispensed the stimulating information that the cooperage business was enjoying "happy days" on the west coast.

The Pennoyer Battalion presented a formidable array of cooperage men. There were George Nervig, Jay Briley and W. H. Mead, of the Chicago office; Charley Wright, Alvah Teachout and A. E. Botsford, of the Memphis office, and H. E. VanSickle, the New York ace. One can well see that the J. C. Pennoyer Company didn't lack for representation.

Henry Krallman, energetic, enthusiastic and indefatigable association worker, was in the St. Louis crowd when it came in. Henry's sunny disposition and his willingness and ability to help along in all association movements make him a general favorite.

H. J. Wrape represented the fine old firm, The Henry Wrape Company, of St. Louis. He had the reputation of over forty years of honorable business practice to lend dignity to his role, and we can testify that he comported himself with commendable propriety.

One of the "hits of the show" was the impromptu concert given in the slack branch meeting by the Jacobs brothers, Burleigh, Kenneth and Roy. These boys are really not dependent upon the prosperity of the cooperage business for their livelihood—any theatrical producer in the country would be glad to feature them on the stage. If the program of the next convention does not include a performance by the Jacobs Trio, the framers of that program will have passed a good bet.

George Wilson, deciding that Saginaw could stagger along without him for a few days, checked in at the registration desk on the opening day. Being an "old timer," he has a fund of interesting anecdotes of the good old days that make pleasant listening to the youngsters. His graphic and forceful expression lends zip to his stories, and his penchant for fun makes him a welcome member of "barnstorming" parties. George, however, never forgets that "business is business."

"Al" Will, of the Himmelberger-Harrison Lumber Company, trekked in from Cape Girardeau to hobnob with the rest of the boys. His pleasing personality, coupled with the well established reputation of "Bone-Dry" heading, makes a mighty effective selling agency for his company. We're for him.

"Ed" Schapperkotter, quiet, unobtrusive, almost retiring, but as keen as a brier in cooperage matters, was among the St. Louis bunch when it arrived. He is a good association booster and a cheerful contributor to the support of progressive movements. He lingered in Chicago for a few days following the convention visiting friends.

William Clark wore the mantle of The John S. Oram Company, whose cooperage machinery is known the world over. Mr. Clark, who personally supervises the operation of the Oram plant in Cleveland, is intimately acquainted with every nut, bolt and screw that goes into the making of barrel machines, and his long years of activity in the machine business has yielded him an expert knowledge of cooperage mechanism that few others possess. We observed him in confidential conference with several cooperage manufacturers, and as we know something of Bill's talent as a salesman, we're quite certain that he secured a few signatures on the dotted line.

"Jake" Burkhartsmeier was more than just one of the mob—as a Chicago cooper he was one of the hosts and he acted the part. He was about the lobby all during the convention, ready and willing to do anything in his power to make the affair a success.

O. T. Steudle, the mentor of the Mill Shoals Cooperage Company, enthusiastic, energetic and progressive, the "live" director of a growing institution, dispensed cordial greetings and breezy chatter in his inimitable fashion throughout the three days of the sessions. Oswald is a comparatively young man in years, but he is one of the "old-timers" in point of activity in the cooperage industry. There are few, if any, keener boys in the business than "Os."

S. N. Nelson, jolly, good-natured, square, reliable and dependable son of Sweden, beat the Memphis delegation in by a day. Swen, who started in the cooperage business in Chicago years ago, and who has a legion of friends in the city, arrived early so as to do a little "circulatin'" before the meeting. They don't come any finer than Mr. Nelson, and that goes as it lays.

W. K. Knox, the helmsman of the Lucas E. Moore Stave Company, came in on Wednesday and wended his gentlemanly way through the proceedings until the last gong was sounded. "W. K." is always looked to for sound and sensible talks on the questions that are put before the successive conventions, and he invariably delivers the goods to the satisfaction of everybody concerned.

The Wunderlichs, of St. Louis, "George J." and "Amiable Al," were there or thereabouts from Wednesday until Friday. Between them they managed to impress upon the rest of the boys that the Chas. Wunderlich Company is still one of the large fish in the cooperage puddle.

Ed. Hamilton, making his maiden appearance as the chief executive of the association, made a competent job of his assignment. He conducted the meetings at which he presided in bang-up parliamentary style, and exhibited those qualities of leadership that we all felt he possessed. Ed. is a mighty fine president.

A. L. Poessel, who has grown up from boyhood in the Chicago cooperage trade, sashayed around the lobby of the Sherman as busy as the proverbial bee, furthering the interests of A. L. Poessel & Co. and the Paducah Cooperage Co. "A. L." is certainly impressing the "Five Trees" trade-mark upon the trade.

Jim Gosnell, who hasn't missed a cooperage convention since way back yonder, came down from Rochester to have his semi-annual "look see." He looked pleasant enough to lead us to believe that Skuse's Cooperage is enjoying prosperous times.

LaNieve, Cate and Bigelow, "Les," "W. W." and "Louie," were on the ground conserving the interests of Cate-LaNieve Company. There was nothing in the way of business or interest that escaped this trio.

W. S. Peel, the hoop-maker from Lake Village, Arkansas, put forth his best efforts to see that J. M. Peel & Brother's hoops got the proper representation. From where ye scribe sat he looked like a smooth and effective worker.

We are Broadcasting——
"Trade Prosperity and Business Success for 1923"
——Tune In

Jack Warnock, the most consistent and most unselfish association worker that the second-hand group boasts, was, as usual, in our midst. If the association included more men of "J. A.'s" enthusiasm and co-operative spirit it would be the livest organization in the country today.

"Mike" Weimar journeyed out from Philadelphia to expound the merits of Weimar's cooperage machinery. As an expounder, "Mike" is a wheel-horse, and when it comes to dilating on barrel-washers, bung-hole borers or driving machines, he is absolutely in his element. He ought to be, as according to his biography, he was born and raised in a machine-shop.

"Steve" Jerry and his able lieutenant, E. K. Walker, came in from Brooklyn with the eastern delegation to see that Stephen Jerry & Company got none the worst of it. "Steve" looked his usual natty self and was as pleasant as a basket of chips.

O. B. Coats, of Lilbourn, in the "show me" State, was there too. They can't take the conventions too far away for Mr. Coats. When we assembled on the shores of the Atlantic last November, "O. B." had his name on the convention register.

"Matt" Staudt didn't think it was very far from Fisher, Arkansas, to Chicago, Illinois, so he hiked in with the rest of us. It takes pretty wet weather to keep some of these "old-timers" at home.

"Vic" Krafft, our "ex-sec," who now bears half the burdens of the Voll Cooperage Company, was a conspicuous figure in the "soiree." He is gifted with a native eloquence, and just naturally takes a leading part in all debates. Victor is "sold" on the trade extension idea and is an ardent and able advocate of the movement.

"Charley" Hirt, our new secretary, handling his first cooperage convention, created a favorable impression among the members. Charles is not a fire-eater, but he has a quiet, smooth-running manner of working that gets the results without any undue hippodroming.

George Talamo eased through the mob, carrying the banner of the E. & B. Holmes Machinery Company. George didn't need any introduction to the crowd, as he has been selling them machinery for many years past. He gave the impression of a man who finds the going pretty smooth.

Ben Colwell, George Neu and L. S. Campbell kept the Colwell Cooperage Company well advertised. Ben's super-scented "dudeen" emitted clouds of "mustard gas" fully as destructive as those that rolled over Flanders fields during the late war. It was thought for a time that some one had carelessly left the incinerator door open. However, Ben's genial personality was strong enough to overcome the "frightfulness" of his pipe, so he got away with it.

L. C. Hollingshead, in his usual amiable mood, smiled acknowledgement to the greetings of his numerous acquaintances. Carroll, we understand, is again permanently located in Chicago, having moved the offices of the J. D. Hollingshead Company back to 167 East Chicago Avenue. For a short time, while his company was part of the Cooperage Securities organization, the Hollingshead headquarters were in St. Louis.

Gus Hoffman confabed with his cronies and his new friends, and revealed the low-down on the stave and heading situation as it exists around Mt. Pleasant, Texas. Gus has belonged to all the different associations that were forerunners of the present body, and has always been prominent in organization affairs.

W. T. Ibbs, of Liverpool, England, was the exclusive representative of foreign interests. Mr. Ibbs did not make the trip from the tight little isle for the sole purpose of attending the meeting, but chancing to be in Uncle Sam's domain in pursuit of his private cooperage affairs, embraced the opportunity presented by the convention to broaden his acquaintance in the American trade, and incidentally get a glimpse of the internal workings of an American association. He was greatly impressed by the enthusiasm, verve and dash that was exhibited by the industry, individually and collectively.

Walter Johnson wafted through the meeting rooms and the lobby with his ever-present smile and friendly aspect, and took his usual active part in making the party a success. Walter's six-feet-two or three, or whatever it is, could be distinguished at all times milling through the crowd, and the visiting boys found him ready and willing to do anything in his power to make their stay in Chicago a pleasure.

P. T. Bolz, bearing the gonfalon of the Bolz Cooperage Corporation, and looking fit and fine, visited and traded, and attended the sessions from Wednesday until Friday. Outside of the cooperage business, P. T.'s chief interest is radio. He is an enthusiast in the wireless art, and he has an equipment at his home in St. Louis through which he has picked up messages from all over the country.

R. L. Feller floated in from Fort Wayne carrying the card of the Vail Cooperage Company. "R. L." was tutored in the intricacies of cooperage by "Jim" Donaldson, and he shows the results of fine teaching—the Vail interests were well handled and very capably represented.

P. W. Hick, who together with Milt Smith make the famous "Queen City" hoops, rattled in from Greenville, Mississippi, and consorted with the other hoop-makers from the North, East, South and West. "P. W." is a firm believer in quality in both hoops and associations, and he conducts himself accordingly. He makes as good hoops as lay within his power, and he supports the association with all his enthusiasm.

H. S. Lockwood, who directs the sales of hoops and hoop-ties for the American Steel and Wire Company, and who is as fine a gentleman and efficient a business man as ever set foot on a convention floor, maintained his record of attendance at all cooperage gatherings by putting his "John Hancock" on the register of the seventh semi-annual. Mr. Lockwood hasn't missed a convention since he became active in the cooperage line, and in the opinion of ye scrivener his presence at these events is a distinct advantage to the association.

Mrs. J. A. Moxon and Mrs. C. R. Tschung instituted a new era in convention practice by sitting in the sessions as the representatives of the Michigan Head Lining Company. It was something of a novelty to have women take part in the deliberations of the meeting, but it is in conformity with the spirit of the times. Women's place in the business world has been clearly defined and her equality with man established. We will doubtless have a larger feminine contingent at the next convention.

"Commodore" E. B. Holmes, who, aside from being one of the largest manufacturers of cooperage machinery in the country, is one of the leading public figures of his home city, Buffalo, also graced the occasion with his presence. The "Commodore," despite the demands of his numerous other enterprises, always manages to spare time for a visit with his cooperage friends during the conventions.

F. C. Gifford, vice-president of the Acme Steel Goods Company, was on the list of hosts who furnished the entertainment for the lunch. Mr. Gifford, who enjoys a wide acquaintance throughout the trade, and who is appreciated both on the score of personality and the quality of his goods, spent the whole three days of the sessions in making new friends and in further cementing the ties which bind him to his old ones.

John Hoban, the scion of the house of "P. Hoban, Inc.," left the Cincinnati office under the efficient supervision of his venerable father, the widely-known and well-liked "Nick," and dashed off to the pow-wows. John "dashes off" to every meeting the association holds, because—well, because he is a progressive and believes in co-operative effort for business advancement.

W. K. Noble, the dean of the Fort Wayne cooperage fraternity, accompanied by his son, W. K. Jr., and his first-lieutenant, H. B. Lowe, strolled through the gathering ready for either business or pleasure. W. K.'s enterprises are well known throughout the trade, and he has been active in the industry for a great many years. He is grooming his son to relieve him of the business burdens when he gets ready to relinquish them.

Louie Pott, another member of the "first few" of the cooperage cohorts, hobnobbed with old acquaintances and with new ones in strict impartiality. He's always on hand and he's always ready to go as far as the next fellow in putting across anything that will benefit the business. He's a good scout.

Joe Andre was in the thick of the fray. You always find Joe where there is the most doing. While performing his duty as one of the hosts of the convention, he didn't neglect the interests of E. Hennig Company. He has a son that he is initiating into the mysteries of the cooperage business, whom he will sooner or later turn loose on the trade. If the son proves as able as his father, the name of Andre will be on the cooperage roster for years to come.

G. L. Reinschmidt came up from Quitman, Georgia, to re-establish his personal touch with the rest of the boys. "G. L." isn't an orator nor an exhorter, but he is a quiet, effective, efficient worker, and he manages to keep his plants turning out cooperage stock with consistent regularity. He is a fine association man—an individual booster and a cheerful and generous contributor.

Rudolph Gerlach, who knows cooperage machinery forwards, backwards and criss-cross, and whose firm has been building and selling stave and barrel machines for over fifty years, was among the Clevelanders who made the trip to the meeting. He knows everybody by their first names and everybody knows him—and likes him. He circulated about with a friendly "hello" and a warm handshake, and he left with a few substantial orders in his inside pocket. You can't beat quality.

"Jimmy" Innes, looking as young and as chipper as he did twenty years ago, and as full of pep as a high school boy, was one of the outstanding figures of the convention. We would say that the fountain of youth must be in his back yard, up Chatham way, and that Jim drinks from it daily, as he appears to be getting younger every year. He is one of the real pioneers of national cooperage organization, and there are not more than a half-dozen men in the country who can match him in point of length of service. Here's that we may have the pleasure of his company for many years to come.

Walter Hartman, who never misses an association convention, affixed his name to the roll with the other regulars. Walter was one of the charter members of the original slack cooperage association, and for close to thirty years has been a consistent organization supporter. When there is any subject of general importance up for discussion, the boys look to Walter for constructive comment on it, and they are never disappointed. He is a thinker, a progressive and a constructionist, as the growth of the National Manufacturing Company, for which he is responsible, will testify.

Hughie Talbot, the chief of the Kingston Cooperage Company, revived old acquaintances and made new ones throughout the convention. He's another one of the "old guard" of the cooperage industry, whom everybody knows or has heard about at one time or another. He has a modernly equipped operation at Kingston, and according to his own admission, makes as good barrels as are turned out anywhere in the country.

Guy Frazier and his chief-of-staff, R. S. Clark, came up from Nashville, and Frank Wright came over from New York, to maintain the prestige and further the interests of G. I. Frazier Company. Guy had a suite at the Morrison, which he generously made "open house" to his friends and acquaintances, and their friends and acquaintances. Being from the South, hospitality is as natural to him as is breathing.

Charley Berry, as was to be expected, was in the ranks when the opening gun was fired. You can depend on Charles to be with the boys, working unselfishly and unsparingly to the advancement of the common good. He is an asset to the industry and to the association.

E. C. Morrison, president of the newly-organized Morrison Hoop and Lumber Company, of Memphis, made his initial bow to the trade as the head of his own organization. "E. C." is not by any means a newcomer in the business, as he was for years active in the former Morrison Hoop Company, of Poplar Bluff, which was the progenitor of the present Morrison Hoop and Lumber Company. His likable personality and his well-grounded knowledge of the cooperage business, together with his unmistakable executive ability, presage success for him. Here's luck!

Willard Davis, who is willing at any time to make affidavit that he manufactures the best cotton-wood staves that are produced in the country—and most of the boys will admit that he can prove it—lugged his satchel off the Memphis train and toted it to the Sherman on Wednesday. Everybody likes Willard. Can't help it, he's just that kind of a chap. Cheerful, even-tempered, generous, and just exuding cordiality, he possesses as many friends as any man in the industry.

Frank Scherer, the energetic emissary of the National Manufacturing Company, flashed about the lobby in the pursuit of "trades" from early in the morning until late at night. Frank is a hustler, and business is the meat upon which he feeds.

Tom Walsh emerged from the smoke clouds of Pittsburgh and grabbed off a few mouthfuls of fresh Chicago ozone. Tom is chairman of the slack coopers' group, so he had a few official duties to perform, but he spent his off-time talking shop in the lobby. He gazed through his tortoise-shell rimmed glasses with the satisfied expression of a chap who had a lot of stock bought and who didn't care how high prices went.

Andy Toland, the skipper of the N. & H. O'Donnell Company, Philadelphia, put in his appearance on Thursday. Andy has quite a parcel of friends in the trade, and he was busy practically all day acknowledging their salutes.

E. J. Kahn, polished and poised, bowed, nodded and smiled to the greetings of his many friends and acquaintances. Edgar has all the distinguishing marks of just what he is—a keen, capable business man.

Walker Wellford and W. R. Foley gave the Chickasaw Cooperage Company proper representation. Mr. Wellford is one of the most consistent workers that the association claims, and is a regular attendant at all conventions and tight group meetings. Bill Foley is now stationed in the New York office of the Pekin-Chickasaw interests, and he was busy acquainting his many friends and customers with the news of his transfer from St. Louis.

Jim Donaldson left his office in St. Louis in charge of his chief steno, while he ambled up to Chicago to sit in at the "doin's." Jim, who received his cooperage training with the Vail Cooperage Company in Fort Wayne, but who is now the active head of the Vail-Donaldson Company, is as widely known as any of the younger men in the business. He is widely known, and favorably known, because he has the habit of applying square principles to the conduct of his business. We'll vote for him every time.

Harry Kolbe emulated the "Arkansas Traveler" and he broke away from Little Rock long enough to pay his respects to the boys at the Sherman. He delivered the best line that was heard during the whole meeting when he said: "There ain't anything to the cooperage business but grief and Greif Brothers." Wow!

Dan Burkhartsmeier was another one of the Chicago coopers who were active in the meeting. Dan has loads of friends in the trade, scattered all over the country, and he had a busy time saying "hello" to the crowd of out-of-towners that he met in the Sherman lobby.

Howard Huntington, who used to hold forth in Toledo, but who now gets his mail in St. Louis, loomed up as a conspicuous figure in the seventh semi-annual. He spent considerable time in the lobby "talking it over" with other members of the trade, and passing and returning greetings. "H. R." believes in the benefits of association and is a consistent booster of organization work.

"Johnny" Raible, H. E. Coyle and Cupid Wallace were on hand, and with the presence of these three, there wasn't a chance in the world for Greif Bros. Cooperage Company to be overlooked. This triumvirate has the ability, individual and collective, to give able representation to any institution in the country. "Johnny" apparently was in a happy frame of mind and wore a pleased expression every time he appeared on the floor. Looked as though the goose was hanging fairly high for the Raible interests.

J. A. Carr was another dusty traveler from Arkansas who checked in for the "fight." Mr. Carr took it upon himself to see that the Arkadelphia Milling Company was mentioned frequently and favorably, and he proceeded to inject it into the conversation at every opportunity.

"Bert" Sheahan, who was one of the first secretaries of the association, but who now controls the destinies of B. C. Sheahan Company, Chicago, did his bit toward making the event a success. Bert enjoys an extra wide acquaintance in the trade, and as the penalty of his popularity, he was forced to spend most of his time responding to the hails of his friends.

Colonel Mack Morris, as busy a man as there is in Jackson, Tennessee, found time enough to roll into Chicago and say "How'dy." The Colonel, although the guiding spirit in a flock of different businesses, still maintains a lively interest in cooperage, and while he doesn't take as active a part in convention discussions as he did years ago, he has never weakened in his support of the association.

Steve Lennon arrived a little late, but he got there. It's a pretty good hike from Monroe, Louisiana, to Chicago, Illinois, but the matter of a thousand miles or so is of small moment to a real cooperage man. Last May the boys "railroaded" Steve into the vice-presidency of the Tight Stave and Heading Group—a job that he didn't want and never did actually accept. He'd be glad to hand the position to somebody that is looking for an office. Form a line on the right, please, and don't crowd.

Lucas E. Moore, of New Orleans, pushed Henry Koster, of San Francisco, for first honors in the matter of traveling the greatest distance to take part in the convention, but Henry's trip measured a few versts more than that of Lucas. Doesn't the association mean something when fellows will travel such broad reaches to attend a semi-annual convention? We'll say it does.

Tom Gregory was another chap that left the sooty environs of Pittsburgh to his rear as he headed westward for Chicago and the convention of the "cooperage folks." Tom extolled the merits of the Hanlon-Gregory Galvanizing Company's cooperage products, and permit us to remark, that Thomas is considerable of an extoller. He looks like "Broadway" and he talks with the convincing earnestness of successful business. We understand that Hanlon-Gregory is building a new plant that will be the last word in modern efficiency. Well, that's what we would expect from Tom.

Nick White shifted the burden of running the Louisville Cooperage Company to the shoulders of some of his subordinates and made his semi-annual pilgrimage to the "shindig." No matter how busy they are at the plant, you will always find Nick's name on the convention register. That's the spirit that makes these gatherings successful.

ESTABLISHED OVER ONE-HALF CENTURY

Officers and Directors:
L. CARROLL HOLLINGSHEAD, President
PAUL L. DYSART, 1st Vice-President
CHARLES L. ALLEN, 2d Vice-President
J. R. MELCHER, 3d Vice-President

Gold Standard Cooperage Products

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J. D. HOLLINGSHEAD CO. 167 EAST CHICAGO AVE. CHICAGO, ILLINOIS

LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

GEORGE T. DYER

An announcement that shocked not only every member attending the recent semi-annual convention at Chicago, but which will be received by the entire cooperage industry with the deepest sense of sincere regret and real loss, was that of the wholly unexpected death of George T. Dyer, of the Chicago office of the Pioneer Cooperage Co., which occurred in that city, November 15th, just five days after the close of the cooperage convention, in the entertaining of which convention, Mr. Dyer contributed a big share as one of the admirable hosts.

Time surely moves on apace, but it moves too swiftly when it sweeps so suddenly from our midst such sterling characters and such needed business men and trade workers as George T. Dyer, and it is needless to say that he will be sadly missed from his wide circle of personal friends and business associates.

All of Mr. Dyer's business life had been linked up with the Pioneer Cooperage Co., he having entered the company's employ when a young man. Endowed with special traits of progressiveness and business acumen, he steadily advanced through successive responsible positions until 1914, when he was elected vice-president of the company whose interests he had always served so consistently.

Mr. Dyer is survived by his wife, a son and two daughters, to each and all of whom, as well as to the Pioneer Cooperage Co., deepest sympathy is extended in the bereavement that has come to them and the loss they have sustained.

LUTHER C. BURRELL

In the recent death of Luther C. Burrell, of Cincinnati, Ohio, the cooperage industry not only lost a highly esteemed business associate, but a much beloved coworker and friend; one who was ever ready to give unstintingly both of his efforts and his cheery goodwill to the uplifting and on-going of cooperage.

For years Mr. Burrell has represented the sales department of the Sharon Steel Hoop Company, Sharon, Pa., and in this capacity he not only catered to the hoop needs of his host of cooperage friends, but he joined them so whole-hearted on all occasions that his memory will long remain with all who knew him.

Wooden Ware

BASSWOOD IN THE MANUFACTURE OF BUTTER TUBS AND CANDY PAILS

Have you ever noticed the white, clean appearance of the wood used for butter tubs and candy pails? It's basswood, one of the few species in the world that combines with its color and light weight the qualities of being odorless and tasteless.

Over 525 unique uses for which basswood is highly prized are enumerated in Department Bulletin 1,007, "Utilization of Basswood," a professional paper just issued by the United States Department of Agriculture and written by Warren D. Brush, of the Forest Service. Covering the use of basswood in the manufacture of tubs and pails, as well as other lines of wooden ware, the bulletin says in part:

Basswood Favorite Wood for Candy Pails

"Basswood is made into articles of wooden ware used in the shipment of provisions, such as pails and tubs. It is well liked for such uses, because it is light in weight and odorless, and the light color of the wood makes a good appearance. On account of its good working qualities, it is easy to manufacture into such products. It also has the advantage of showing stenciling extremely well. The light weight of the wood effects a large saving in freight, both when shipped empty to the purchaser and when filled with provisions.

"Basswood is the favorite wood for candy pails, because it gives an appearance of cleanliness. For the same reason it is used for jelly pails, called "jelly kits," which are used for shipment of jelly in bulk. Most liquids will seep through basswood, but jelly hardens in the wood and prevents the liquid from coming through. Fish pails and pickle pails are sometimes made of basswood, in which case they must be paraffined to make them watertight. Such pails are made more commonly of a hard pine. Lard pails, lard tubs, and grease pails are commonly made of basswood. They are usually varnished on the outside and given a finish to resemble the grain of oak or some other hardwood. Candy pails are sometimes grained in this way also. Fish, pickle and jelly pails are usually painted or decorated in some characteristic manner.

"Generally, only the sides and covers of these pails are of basswood. The bottoms are usually made of Norway pine, maple, or birch. A fairly hard wood is necessary for the bottoms in order to bear the weight of the contents of the pail and to make a tight, rigid joint. The staves for the sides of these pails are cut from basswood bolts by a tight-stave circular saw. After being thoroughly dried they are trimmed to the proper length and width, and a small tongue and groove made along the edge on the two sides. They are then assembled to form the partly finished pail, which is grooved inside to receive the bottom, and outside for the wire bands. This is next turned smooth and sanded inside and out, the bottom inserted, and the bands put on.

"Dark basswood can be used for these pails as well as light. The wood must be quite clear, but small, tight knots are not objectionable. The timber usually comes to the factory in the form of logs. Some firms buy only No. 2 logs, which is the grade below the veneer-log grade, since they can use sizes as small as 6 inches in diameter at the small end. They prefer woods-run logs, however, if these are not too high-priced. The pail covers are generally made from the waste in manufacturing staves. Hollow logs, which are quite characteristic of basswood, can be utilized to good advantage, because the outer sound rim of wood, if not too narrow, can be cut into stave bolts and staves with comparatively little waste. Such logs can usually be worked much more profitably into staves than into lumber. Some hollow logs otherwise sound will yield one-third more than the log scale in pail staves, when for lumber there would be little, if any, overrun and only narrow widths could be obtained.

"Logs are generally purchased in 8 to 10-foot lengths, but much material is also purchased in lengths of about 3 feet, especially small-diameter timber, which is bought of farmers. Hollow logs are accepted, but they should have at least a 6-inch rim of sound wood. Hollow logs are sometimes taken down to a 4-inch shell, but such material often can not be handled at a profit because of the expense of the labor to work it up. Small logs are profitable because there is a large overrun in such logs compared with the yield in lumber. Although factories prefer the timber not smaller than 6 inches in diameter, 5-inch and even some 4-inch sizes are taken if of good quality. Some manufacturers prefer to purchase by the cord of 128 cubic feet and in 39 and 52-inch lengths. On account of the difficulty of getting it cut up, much small material is now shipped in 12-foot lengths. Second-growth timber is considered the best quality.

"Prices paid for basswood are quite variable, depending on the general quality of the timber and the location; they range from about $20 to $30 a thousand board feet, f. o. b. cars at loading point. Freight costs often amount to $5 to $10 a thousand in addition to this.

"Pail manufacturers of Michigan, Wisconsin and Minnesota in some instances own extensive timber tracts in the northern parts of these States from which they get a large part of their raw material. Basswood is becoming scarce even in this region, and manufacturers must depend on other species. Aspen is being used to some extent in place of basswood, although the supply is limited, sizes are small, and the wood is much inclined to be defective, doty and discolored. The wood of Balm of Gilead, a tree which resembles aspen, is not liked because it is shaky and otherwise defective. The white or paper birch is sometimes used when supplies are available, and is said to make a good pail. Second-growth white pine, if not too defective, is also fairly satisfactory.

"Factories in Michigan, Wisconsin and Minnesota have difficulty in getting sufficient suitable timber, and those which are not located conveniently to a supply from the northern parts of these States have, in some cases, been compelled to go out of business or move farther north. Even this supply is becoming so scarce that large manufacturers realize that they must look to new territory. It is probable that a large part of the industry will be transferred in the near future to the Pacific coast, where, in some instances, tracts of soft-wood timber have been already acquired for the purpose.

"A large demand exists for pails of the kind just described. As a rule, they are not used a second time, on account of the cost of shipment, and because they find a ready sale at retail stores."

In New York, Pennsylvania and Ohio, where basswood was formerly abundant, the supply is now very scarce, due to the heavy demands of local wood-working industries. The Great Lakes and southern Appalachian regions are now the main sources of supply. Wisconsin and Michigan have furnished the largest quantities for the last 20 years. During the last 12 years the quantity used has diminished nearly 50 per cent., and its yearly consumption does not exceed 250,000,000 board feet. The total available stand is estimated at 90,000,000,000 board feet.

In addition to discussing the various uses of the wood, the bulletin treats fully of its distribution, properties and marketing. Copies of the publication may be had free upon application to the United States Department of Agriculture, Washington, D. C.

PRESENT TRADE IN ICE CREAM TUBS, CANDY PAILS AND PICKLE KITS GOOD

John Schroeder Lumber Co., Milwaukee, Wis.—We are operating a small wooden ware factory at Two Rivers, Wisconsin, where we are making ice cream tubs, candy pails and pickle kits. We have been operating this factory for almost a year, and have always enjoyed good business. In fact, the orders have been coming in faster than we are able to produce, and so our worries have been from the production end and not the sales end. The future looks very good to us, and judging from the sales we have had in the last year, next year should be much better, and we feel very optimistic.

BIG BUTTER PRODUCTION

More than a billion and a half pounds of butter was produced in the United States during 1921, according to the United States Department of Agriculture. This is an increase of 10½ per cent. over the production in 1920. Consumption increased more than production by 20,000,000 pounds, the difference being taken care of by imports and butter withdrawn from cold storage.

BUTTER INSPECTION SERVICE MAINTAINED BY U. S. DEPARTMENT OF AGRICULTURE

The United States Department of Agriculture maintains a butter inspection service on the Boston, Chicago, New York, Philadelphia and San Francisco markets, and at the request of shippers or other financially interested parties, makes official inspection of butter offered for interstate shipment or received at important central markets designated by the Secretary of Agriculture.

CHICAGO JOURNAL OF COMMERCE REPORTS PROSPERITY IN COOPERAGE AND WOODEN WARE LINES

Increase in the demand for all items required in the manufacture of barrels, casks, kegs, pails and all wooden shipping containers, says the Chicago *Journal of Commerce*, of November 18th, reflects improved conditions in many lines of business and industry. Prices of most all cooperage and wooden ware items are strong, the trend being upward, due to a firming up in raw materials prices.

WILL MANUFACTURE WOODEN WARE

O. Pritchard, of Orillia, Ont., well known to the wood-working trade, being in this business for many years, has opened a factory known as the Toy and Woodenware Factory of Orillia, the products including clothes hangers, children's sleighs, rocking horses, clothes horses and store display fixtures. Business is reported very good at present.

WILL HAVE NEW STORAGE SPACE FOR WOODEN WARE PRODUCTS

Keenan Bros., Owen Sound, Ont., saw-millers and wood-workers, recently purchased the property and equipment of Rixon-Ainsley-Stoddart Co. Ltd., Owen Sound. The Keenan people intend scrapping the mill equipment and using the property for storage purposes. The Keenan holdings have now large frontages on the east side of the bay where the Eureka Refrigerator Co. and the Keenan Woodenware plants are located.

REBUILDING HANDLE FACTORY

The Whitmore Handle Company's factory, Mt. Vernon, Ind., recently burned, is being rebuilt. The plant is being erected on the same site and it is planned to have it in operation within a very short while. William J. Ruminer, secretary and treasurer, has purchased the stock in the company formerly owned by Dr. N. S. Williams and Horace Smith.

START HANDLE PLANT

The firm of Miller & Lucas, of Dexter, Mo., have placed a handle manufacturing plant in operation at Kuttawa, Ky. A large supply of timber has been secured.

HAVE DISCONTINUED THEIR BUTTER TUB BUSINESS

B. L. Orcutt & Sons, Dickinson Center, N. Y., have discontinued their butter tub business. In advising the Journal of this fact, B. L. Orcutt & Sons also indicate their interest in the trade by saying, "Business just at present is a little dull, but we think it will pick up in the spring."

THE PULSE OF THE WOODEN WARE TRADE

1923 WILL BE BIG YEAR FOR THE WHOLE WOODEN WARE INDUSTRY

Northern Wooden Ware Company, Crandon, Wis.—Conditions have greatly improved these past months, and we look forward to the best year the wooden ware industry has seen for some time. Located as we are "in the heart of the timber lands," we see the increased activity of the wood-using industries reflected on the producers of raw material—the logger—and it looks like a big year for all of us.

LOOKS FOR GOOD BUSINESS DURING 1923

Bishop Ladder Co., Hartford, Conn.—This is a slack season of the year with us, but it is better than the average. We are looking for a good business next year.

PRESENT BUSINESS VERY GOOD

U. S. Clothespin Co., Montpelier, Vt.—Business very good at present, and we look for return to normal during coming year. No machinery or supplies needed at present.

FUTURE OUTLOOK ENCOURAGING

Frary Manufacturing Co., Charlemont, Mass.—Business about 80 per cent. Outlook encouraging for near future.

OPTIMISM VS. PESSIMISM

M. H. Parks Co., Winchendon, Mass.—Business with us at present is good, and being optimists, we look to have it continue good. The pessimist, you know, claims that good business is of short duration.

OUTLOOK FOR 1923 IS FINE

Keene Screen Co., Keene, N. H.—Outlook for good year coming is fine. We are in market for 6-inch buzz planes.

HOLIDAY TIME MAKES BIG DEMAND ON CANDY PAIL MANUFACTURERS

The Chess & Wymond Co., Louisville, Ky., report a big demand for its line of wooden pails, as candy manufacturers are having one of their biggest seasons, and the local plants are operating night shifts in order to take care of the rush demand, most of which has to be delivered to jobbers by early December in order to be in time for the Christmas and New Year trade.

WANTS HANDLE MACHINERY

J. H. Anderson, Camden, S. C., R. F. D. No. 4, wants prices on handle-making machinery.

WANTS GOLF CHUCKING MACHINE

James B. Tatem & Son, Putnam, Conn.—We should like a machine for chucking golf shafts.

NOVELTY WOODEN WARE LINE IS LOOKING UP

American Novelty Co., Wellsville, N. Y.—My business is looking up, and is looking much better than for the past year, and I look forward to a good business this season.

RECEIVED MORE BUSINESS DURING NOVEMBER THAN FOR ANY LIKE RECORD IN TWO YEARS

Jenkins & Bogert Mfg. Co., Kingfield, Maine.—We find that business has been much better for the past month, we having received more orders in that time than in any like period for the past two years. The present outlook is for a nearly normal business for 1923.

OUTLOOK FOR WOODEN WARE TRADE IS GOOD

Patton Wooden Ware Co., Seattle, Wash.—Reporting as to trade in wooden ware line, can say that the business outlook is good. Right now we are not in the market for machinery.

SLOW TRANSPORTATION SPEEDS UP WOODEN WARE ORDERS TEMPORARILY

National Wooden Ware Co., J. L. Diven, Chicago, Ill.—Business is fair. Slow transportation has speeded up orders temporarily. Hope for best. Capacity of lathes far in excess of yearly demand.

SPOKE AND HANDLE PLANT RE-OPENS

T. H. Brumfield, superintendent of the Middlesex Manufacturing Company, of Chester, Conn., arrived in Forrest City, Ark., recently, for the purpose of placing the plant formerly operated by the Forrest City Spoke & Handle Company on full time operation. The plant has been idle for several months.

BUSINESS VERY GOOD IN GENERAL WOODEN WARE LINES

L. H. Heberlein, Brooklyn, N. Y.—Business is very good and we look for further improvement. We can not get our goods fast enough. We handle kegs and a general line of wooden ware.

HOLIDAY SEASON HELPS BUSINESS

H. M. Quackenbush, Herkimer, N. Y.—As to present business can say that our holiday trade for nut picks and cracks is good.

GOOD NEWS FROM EAST BARNET, VT.

Roy Bros., East Barnet, Vt.—As to business, want to report that present trade is good, and that prospects for the future are bright.

BUSINESS EXCELLENT

National Spring Clip Co., Montpelier, Vt.—Our business is excellent. We are obliged to run our factory full twelve hours per day.

WOODEN WARE SALES ARE INCREASING

Lewis M. Mann & Son, West Paris, Me.—The business outlook is good with us at the present time. Sales are increasing and more orders are being placed for future delivery.

LOOKS FOR BUSINESS IMPROVEMENT AFTER JANUARY FIRST

Rutland Mfg. Co., Inc., Rutland, Vt.—Trade is normal with us. Not varying much from 1921. We look for better trade after January 1st, but not before.

INCREASED MILKING BY FARMERS MEANS MORE BUSINESS FOR TUB MANUFACTURERS

Story City Butter Tub Co., Story City, Iowa.—We are very pleased to report that our business for this time of the year, which is the dull season, has been very good. This is partly due to the fact that the farmers are doing more milking in the territory we supply with tubs. We have only a fair supply of the different materials, although we have some bought for later shipment.

NEW ENGLAND NOT HURT BY CAR SHORTAGE

New England shippers, comparatively speaking, do not know that there are such things as car shortages or embargoes, said Gerrit Fort, vice-president of the Boston and Maine Railroad, in charge of freight and passenger traffic on that line, under date of November 25th.

"New England is one of this country's greatest refineries for raw materials," he says. "Every five carloads of bulk commodities that come in are shipped out in two carloads, after they have been transmuted into manufactured merchandise by our mills and factories. Most of the time, therefore, we have had an ample supply of cars.

"Business conditions in New England are excellent. There is a demand for everything that can be manufactured. Retailers report a bigger volume of trade than at this time last year. The port of Boston is having a larger export and import traffic than it has for many years. A vast amount of grain has been passing through the port of Boston the last thirty days because of the inability of the other north Atlantic ports to handle it.

STEADY YEARLY INCREASE IN FRUITS AND VEGETABLE SHIPMENTS

The middle of October is usually the time of heaviest shipments of fruits and vegetables. This season, however, the peak was reached the last week of September, during which period the combined car-lot movement of a dozen or more leading products filled 27,500 cars. The second week of October, 1921, witnessed the shipment of 29,600 cars of fruits and vegetables. During the corresponding period the previous year about 29,400 cars left the producing sections. In 1919 the high week's shipments totaled 22,165 cars, and in 1918 about 18,000 cars, thus showing an increase of 53 per cent. in four years.

Figuring the average length of a freight or refrigerator car as 40 feet, the highest week's shipment would form a train about 210 miles long—almost the equivalent to an air line between St. Louis and Kansas City.

Car shortages, low or high market prices, larger surplus production in one part of the country and scarcity in another, failure of certain crops, earliness or lateness of the season—all these factors influence the flow of farm products to storage points or to centers of consumption. For example, of the peak week's movement of 27,500 cars, white potato shipments constituted nearly one-third and apples more than one-sixth. Last fall, with an earlier heavy movement of potatoes and a heavy movement of western boxed apples to the eastern sections where apples were scarce, potato shipments were about 40 per cent. of the peak week's haulings and apples about 30 per cent. In October, 1920, the peak of the apple shipments surpassed potatoes by a few hundred cars.

Grapes also ranked high in volume of late September shipments, with a week's movement of 6,500 cars. Pears, onions, cabbage and sweet potatoes each filled 1,000 to 1,500 cars. During the peak week in October, 1921, grape shipments required 3,600 cars, cabbage about 1,370 cars, sweet potatoes 950, onions 575, and pears 325 cars. The great increase of grape and pear shipments is a notable feature of this season. Usually the volume of cabbage and onions is next to that of grapes, but this year the fruits were more abundant at the height of the season's movement.

Not only have the peak week's shipments materially increased during the past few years, but the total seasonal movement also has gained, thereby keeping pace with the population. To October 14th this season, nearly 416,000 carloads of 14 fruits and vegetables were reported shipped, whereas to the same date last year there were 375,000 carloads, and four years ago only about 300,000 cars.

We are Broadcasting—
"Trade Prosperity and Business Success for 1923"
—Tune In

KRAUT FACTORIES RUNNING TO CAPACITY

Oversupply of domestic type cabbage and fairly heavy receipts of Danish type depressed the market until prices were less than half of last season's November range. Shipments were rolling at the rate of 200 cars per day, most of them coming from western New York. Wisconsin was very active in October, but movement from that section dwindled rapidly in November. Kraut factories have been running at full capacity, paying only $3 to $4 per ton for New York domestic stock. Growers in the Rochester district received an average of $5 for Danish type, but most of this stock was going into storage. Both New York and Northern domestic jobbed in consuming centers at $10 to $12 per ton, Danish ranging about $3 higher. The season's shipments to November 15th were 31,000 cars, or 7,000 more than last year.

A KEG AND HEADING MANUFACTURING PLANT FOR CEDARTOWN

Cedartown, Ga., is interested in the establishing within its borders of a keg and barrel heading manufacturing plant. R. O. McCord, secretary of the Cedartown Chamber of Commerce, is active on the proposition.

APPLE-PACKING SCHOOL CONDUCTED

An apple-packing school was conducted in one of the principal producing sections of Idaho this year by the University of Idaho. Local men who attended the school were given intensive instruction in the approved methods of packing apples.

A $7,000 fire loss was recently sustained by F. W. L. Roach, when his stave mill at Keedysville, Md., burned.

S. N. NELSON
Manufacturer and Dealer in
Tight Cooperage Stock
Cut-Offs a Specialty
744 Randolph Building, MEMPHIS, TENN.

BUSINESS AND THE 1923 FRUIT CROP

F. W. BARKER, COOPERS PLAINS, N. Y.—Trade with us is a little below normal, which condition we expect to continue for nearly a year, based upon fruit prospects for next year.

Fire recently damaged the Bolton Cooperage Co.'s plant in Adamsville, Mass.

W. I. McClelland will erect a five-saw stave mill at Beirne, Arkansas.

Machinery for Sale →
Two Complete Tight Barrel Stave Mills
Four Oram Wheel Jointers
Two Oram Planers
All necessary Line Shafts and Pulleys
Write us for prices
ARKADELPHIA MILLING COMPANY - - - Arkadelphia, Ark.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

COOPERAGE MACHINERY FOR SALE
Oram Dreadnaught Stave Planer, 24" circle.
Oram Double Independent Stave Wheel Jointer, 36".
Oram Heading Jointer with dowel attachments.
Trevor Improved Jumbo 60" Heading Saw Machine.
24" Improved Re-steel Gerlach Drum Saw Machine.
Address "BARGAIN,"
Care of THE NATIONAL COOPERS' JOURNAL,
Philadelphia, Pa.

FOR SALE—The following cooperage machinery and shop equipment:
One Naughton-Weimar hoop-driving machine.
One Naughton-Weimar barrel-washing machine.
One vertical steam engine, manufactured by the New York Steam Power Company.
One glue jacket kettle, shafting, pulleys, etc.
Address "EQUIPMENT," care "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—
60" Jumbo Trevor heading saw.
Oram double wheel stave jointer.
Oram heading rounder.
Whitney 20" drum stave saw.
Whitney 24" drum stave saw.
Michels outfit cut hoop machinery.
All machines guaranteed.
WAYNE MACHINERY COMPANY,
Fort Wayne, Indiana.

POSITION WANTED

WANTED.—Position by married man, with 20 years' experience in slack barrel business. Can take active charge as manager or superintendent. Familiar with Holmes machinery. Address "MANAGER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

BUSINESS OPPORTUNITY

WANTS OUTPUT OF TIGHT AND SLACK STAVE AND HEADING MILL

A large and well-established barrel manufacturing concern is ready to enter into negotiations with owner or owners of tight and slack stave and heading mill to use output of mill on the partnership basis, advancing capital for running expenses, etc. Interested parties will be accorded the most courteous attention and fullest particulars will be supplied to all correspondents addressing "CAPITAL," care of "The National Coopers' Journal," Philadelphia, Pa.

MACHINERY FOR SALE

FOR SALE
REBUILT STAVE and HEADING MACHINERY
Two Greenwood Heading Turners.
One Heading Sawing Machine.
One No. 4 Stave Cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

FOR SALE—
200—5' roller bearing dry kiln trucks.
24—6½' roller bearing dry kiln trucks.
Guaranteed—good condition.
WAYNE MACHINERY COMPANY,
Fort Wayne, Indiana.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices. Address E. HENNING, INC., Borland Bldg., Chicago.

TIMBER LANDS FOR SALE

FOR SALE—TIMBER LAND
HARDWOOD TIMBER on 17,000 acres of land, from which larger mill logs are being removed. Reasonable arrangements may be made by responsible purchasers. A good proposition for handle or slack barrel factory. Write care P. O. Box 609, Opelousas, La.

MACHINERY WANTED

WE are in the market for the following machinery:
1 Hoop Driver, suitable for 30 to 60-gallon barrels.
1 Barrel Washing Machine.
1 Bung Boring Machine.
Address EAGLE COOPERAGE CO., 1619 Blair Avenue, St. Louis, Mo.

WANTED.—A Holmes No. 126 tongueing and grooving machine for slack barrel staves. Address "HOLMES," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FINISHED PACKAGES WANTED

WANTED.—To hear from manufacturers making 200-pound ash pork barrels with galvanized hoops. Also pine stave kegs with galvanized Brainerd hoops, from 5 to 30 gallons capacity. Address THE DAVID GARRATT & SONS CO., 1200-10 South Bouldin St., Baltimore, Md.

STOCK FOR SALE

FOR SALE.—200,000 4½-foot shaved birch strap hoops, for immediate shipment. Can furnish ash and birch in any lengths for later shipment. Also 2,000 acres of timber land for sale. Address H. H. ALLAN, Dennysville, Maine.

HELP WANTED

MANAGER WANTED FOR TIGHT OIL BARREL AND KEG PLANT

WANTED—An experienced and capable man as manager of an oil barrel and keg plant. Must have thorough knowledge of barrel and keg manufacturing, from preliminary drying of stock to turning out finished packages. Qualifications for position offered are general ones: Age, perhaps 30 to 35 years; nationality, American citizen; and certainly a good, solid training and experience in the cooperage industry backed up by an average education or better. Salary in the neighborhood of $3,500 to $4,000 a year. Give fullest particulars with references in first letter. Address "OPPORTUNITY," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED.—Foreman, middle-aged, capable of taking charge of slack barrel cooper shop in Chicago. One who has had experience in handling men and machinery and can increase production. Give full particulars, experience, salary, and if employed at present. Address "EXPERIENCE," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Foreman for slack barrel cooper shop. Must be familiar with Holmes machinery and understand every position in the shop. Address "SLACK," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Hickory hoop cask maker who can cut heads and shave hoops. Address MORRIS WALSH SONS, 813 Sarah Street, South Side, Pittsburgh, Pa.

SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and Tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

STOCK WANTED

WANTED.—A good grade No. 2 white, red or chestnut oak, kiln-dried, jointed and bucked staves. Also mill-run heading, circled, 22-inch; either oak or gum. Address WARREN LUBRICANT COMPANY, INC., 20-26 Maurice Street, Buffalo, N. Y.

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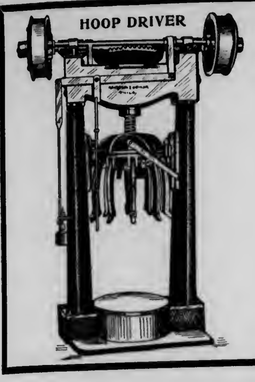

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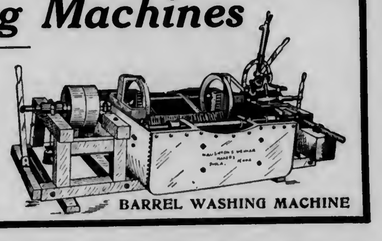
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BARREL ELEVATORS AND CONVEYORS

Page
Hollingshead Co., J. D., Chicago, Ill. 23
Oram Co., The John S., Cleveland, Ohio 16-17

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. 6
Hollingshead Co., J. D., Chicago, Ill. 23
Hynson Company, The, St. Louis, Mo. ..... I. F. C.

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 16-17
Rochester Barrel Machine Works, Rochester, N. Y... Back Cover
Weimer Engineering Works, Philadelphia, Pa. 29

COOPERS' FLAG

Colwell Cooperage Co., New York, N. Y. 6
Frantz, J. C., Seneca Falls, N. Y. 27
Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 25
Traver, R. E., Montezuma, N. Y. 27

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y. 6
Hollingshead Co., J. D., Chicago, Ill. 23
Hynson Company, The, St. Louis, Mo. ..... I. F. C.

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 28
Hollingshead Co., J. D., Chicago, Ill. 23
Hynson Company, The, St. Louis, Mo. ..... I. F. C.

DRAG SAWS, ETC.

Hill-Curtis Co., Kalamazoo, Mich. ..... I. B. C.
Hollingshead Co., J. D., Chicago, Ill. 23
Pennoyer Co., J. C., Chicago, Ill. 7
Rochester Barrel Machine Works, Rochester, N. Y... Back Cover

EXPORTERS

Arkadelphia Milling Co., Arkadelphia, Ark. 26
Chickasaw Cooperage Co., Memphis, Tenn. ..... I. B. C.
Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 23
Jerry Co., Stephen, Brooklyn, N. Y. 6
Moore Stave Co., Lucas E., New Orleans and New York ... 15
Pekin Cooperage Co., 25 Broadway, New York, N. Y., Front Cover

HOOP MACHINES

Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Rochester Barrel Machine Works, Rochester, N. Y... Back Cover

MACHINE KNIVES AND SAWS

Gerlach Co., The Peter, Cleveland, Ohio ..... I. B. C.
Hollingshead Co., J. D., Chicago, Ill. 23

NAILS, STAPLES, TACKS, ETC.

Colwell Cooperage Co., New York, N. Y. 6
Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Stanley Co., The Geo. W., Belleville, Ill. 27

PAIL AND TUB MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio ..... I. B. C.
Hollingshead Co., J. D., Chicago, Ill. 23

SECOND-HAND BARRELS

Page
Arenson & Co., H., Pittsburgh, Pa. 27
Bogner Barrel Manufactury, The Joseph, Buffalo, N. Y. 27
Connolly, Inc., John, Hoboken, N. J. 30
Heidt & Son, C., Jersey City, N. J. 30
O'Connor Co., J. J., Jersey City, N. J. 27
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa. 27
Stone, Jr., & Sons, George W., 1234 7th St., Wash., D. C... 27
Warring, Bruce T., Washington, D. C. 27

SPRAYING MACHINES

Eureka Machine Co., 2605 Vega Ave., Cleveland, Ohio 29
Hollingshead Co., J. D., Chicago, Ill. 23

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 23
Pennoyer Co., J. C., Chicago, Ill. 7
Pennypacker, Jr., Wm. G., Buffalo, N. Y. ..... Front Cover
Southern Cooperage Co., New Orleans, La. 28
Struthers-Ziegler Cooperage Co., Detroit, Mich. 8
Van Aken Cooperage Co., C. M., 141 Broadway, New York.. 5

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 6
Connolly, Inc., John, Hoboken, N. J. 30
Heidt & Son, C., Jersey City, N. J. 30
Hollingshead Co., J. D., Chicago, Ill. 23
Illinois Cooperage Mfg. Co., Chicago, Ill. 6
O'Connor Co., Inc., J. J., Jersey City, N. J. 30
Pensacola Cooperage Co., Pensacola, Fla. 27
Skuse's Cooperage, Rochester, N. Y. 6
Walsh Sons, Morris, Pittsburgh, Pa. 4

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 29
Colwell Cooperage Co., New York, N. Y. 6
Crozed Stave Corporation, The, Grand Rapids, Mich. 18
Davis Co., The W. M., Memphis, Tenn. 8
Fields-Latta Stave Co., Dyersburg, Tenn. 28
Gideon-Anderson Co., St. Louis, Mo. 8
Henning, Inc., E., Chicago, Ill. 7
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo. ... 3
Hollingshead Co., J. D., Chicago, Ill. 23
Independent Cooperage Co., Fort Wayne, Ind. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 6
Mankin, L. E., Lewisburg, W. Va. 29
Mid Shoals Cooperage Co., St. Louis, Mo. 5
Walsh Sons, Morris, Pittsburgh, Pa. 4
New Hampshire Stave & Hdg. Co., 79 Wall St., New York .. 5
Peel & Bro., J. M., Lake Village, Ark. 28
Pennoyer Co., J. C., Chicago, Ill. 7
Pennypacker, Jr., W. G., Buffalo, N. Y. ..... Front Cover
Poessell & Co., A. L., Chicago, Ill. 5
Powell Cooperage Co., Memphis, Tenn. 4
Reinschmidt Stave Co., Quitman, Ga. 28
Sheahan Co., B. C., Chicago, Ill. 6
Skuse's Cooperage, Rochester, N. Y. 6
Smith Lumber Co., W. T., Chapman, Ala. 6
Standard Hoop Co., Bay City, Mich. 28
Struthers-Ziegler Cooperage Co., Detroit, Mich. 8
Sutherland-Innes Co., Ltd., Chatham, Ont. 15
Trexler Cooperage Co., Allentown, Pa. 28
Tschumy & Co., W. A., Norfolk, Va. 28
Vail Cooperage Co., The, Fort Wayne, Ind. 6
Vail-Donaldson Co., The, St. Louis, Mo. 18
Van Aken Cooperage Co., C. M., 141 Broadway, New York.. 5
Walsh Sons, Morris, Pittsburgh, Pa. 4

STAVE AND HEADING MACHINERY

Page
Gerlach Co., The Peter, Cleveland, Ohio ..... I. B. C.
Hollingshead Co., J. D., Chicago, Ill. 23
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 16-17
Rochester Barrel Machine Works, Rochester, N. Y... Back Cover
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago-New York 4
Hanlon-Gregory Co., Pittsburgh, Pa. 5
Hollingshead Co., J. D., Chicago, Ill. 23
Henning, Inc., E., Chicago, Ill. 7

STOCK BUYERS

Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 23
Sheahan Co., B. C., Chicago, Ill. 6
Webster & Bro., Ltd., James, Liverpool, England 28

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Cal. 27
Chickasaw Cooperage Co., Memphis, Tenn. ..... Front Cover
Cleveland Cooperage Co., Cleveland, Ohio 6
Connolly, Inc., John, Hoboken, N. J. 30
Frazier Company, G. L., Nashville, Tenn. 4
Hollingshead Co., J. D., Chicago, Ill. 23
Hudson & Duggar Co., Inc., Memphis, Tenn. 4
Michel Cooperage Co., Sandusky, Ohio 27
Moore Stave Co., Lucas E., New Orleans and New York ... 15
O'Connor Co., J. J., Jersey City, N. J. 30
Pekin Cooperage Co., 25 Broadway, New York, N. Y., Front Cover
Pensacola Cooperage Co., Pensacola, Fla. 27
Sutherland-Innes Co., Ltd., Chatham, Ont. 15
Walsh Sons, Morris, Pittsburgh, Pa. 4
Welti & Bro., A. M., Cleveland, Ohio 27
Wright Barrel and Export Co., Jacksonville, Fla. 27

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Colwell Cooperage Co., New York, N. Y. 6
Harlan-Morris Mfg. Co., Jackson, Tenn. 28
Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 23
Moore Stave Co., Lucas E., New Orleans and New York ... 15
Mt. Olive Stave Co., Batesville, Ark. 4
Pennoyer Co., J. C., Chicago, Ill. 7
Sheahan Co., B. C., Chicago, Ill. 6
Sutherland-Innes Co., Ltd., Chatham, Ont. 15
Wilson, W. W., & Wrape Stave Co., Little Rock, Ark. 28
Wrape Co., The Henry, St. Louis, Mo. 4

TIGHT STAVE MANUFACTURERS

Arkadelphia Milling Co., Arkadelphia, Ark. 26
Frazier Company, G. L., Nashville, Tenn. 4
Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 23
Moore Stave Co., Lucas E., New Orleans and New York ... 15
Reinschmidt Stave Co., Quitman, Ga. 28
Seagreaves, Geo. H., Wilsondale, W. Va. 28
Sutherland-Innes Co., Ltd., Chatham, Ont. 15
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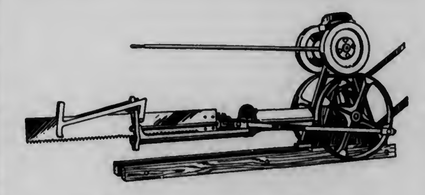

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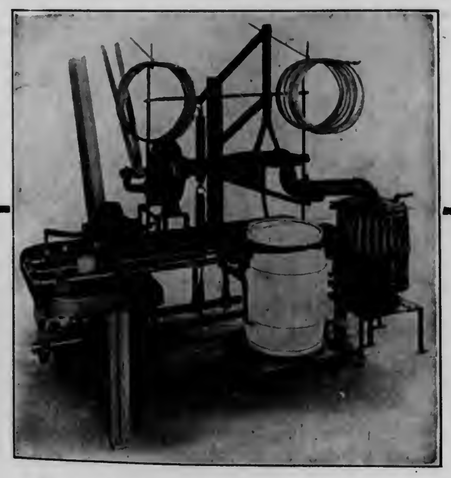

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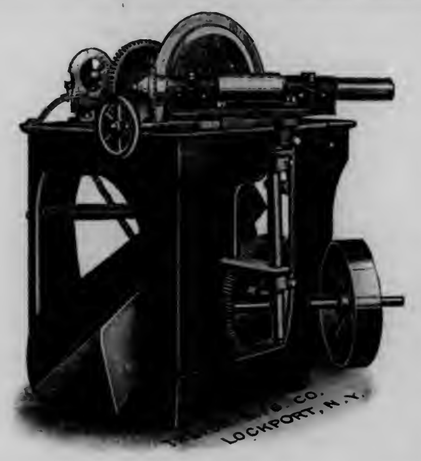

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A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

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This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

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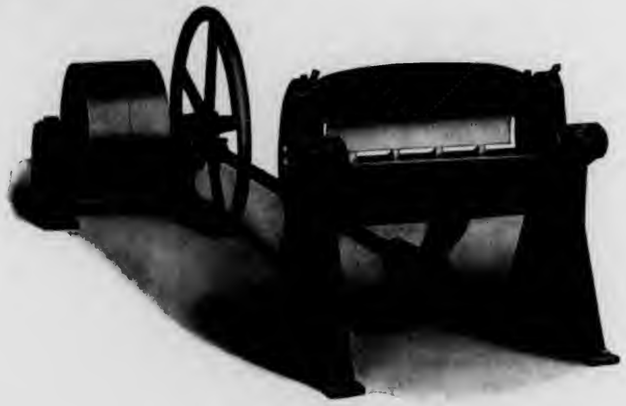

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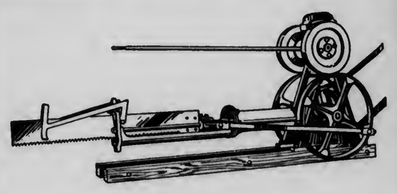

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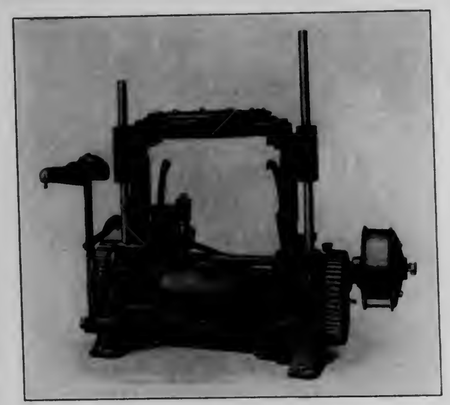

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Handles packages from 5 to 55 gallons capacity. Machine delivered with one head—size optional with purchaser. Additional sizes furnished at nominal cost. Head changes made in 10 minutes.

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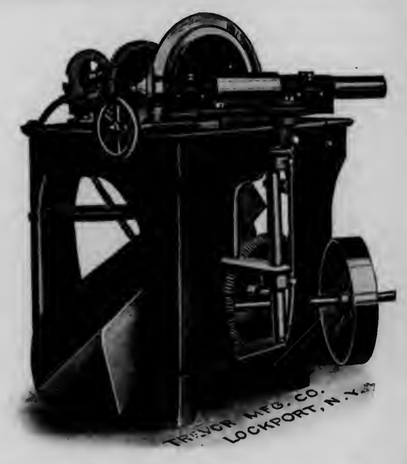

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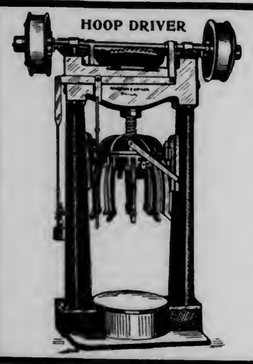

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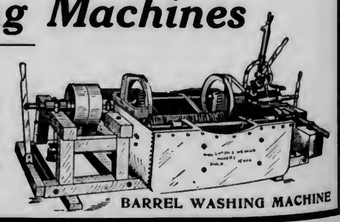

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Staves from 24 inches to 48 inches

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Barrels - Kegs - Shooks
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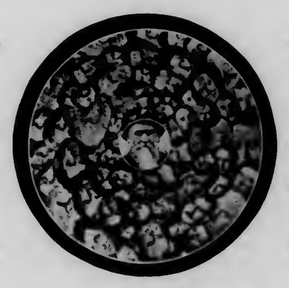
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High Grade Stock for both Domestic and Export Trade

The National Coopers' Journal

THIRTY-EIGHTH YEAR | PHILADELPHIA, JANUARY, 1923 | $2.00 PER YEAR VOL. XXXVIII, No. 9

New Orleans Reports Vegetable Barrel Demand Grows Larger Every Year. Reviews Some Reasons Why Use of Wooden Barrel Should Be Legislated for Food Stuffs

Business here is very quiet but steady. There are no big booms of any kind in sight, and nothing exciting going on, but most of the standard lines are in a very healthy state, not as good as could be desired, but much better than anyone expected. Orders are coming in and being filled on living terms. The only trouble is that the shops are too numerous for the orders, and some of them get left at times. This starts the hard-times reports, even though most of the shops are prospering.

Truck Growers Optimistic

The Southern truck growers are an optimistic lot, and they have good reasons to be, for everything has been coming their way. We have had the finest weather through the fall and early winter that the oldest inhabitant can remember. When, finally, the weather man predicted a killing frost, the frost never came, but it turned just cool enough to keep the crops from maturing too rapidly. When the forecaster predicted freezing weather he made the mistake of his life, for nothing arrived but heavy rains, which, the farmers say, did no harm except to the roads. Mud is now checking shipments for a time, but the crops are here, abundant and uninjured, and must, sooner or later, be barreled and shipped out. This business grows larger every year, so this season is going to be a record-breaker, both for vegetables and vegetable barrels.

Sometimes a few barrels are used for cabbage, but that is unusual. Cabbage ranks as a "crate crop," and so does not interest the cooper. Vast quantities of lettuce are on the market, but lettuce is a "hamper crop," and is of interest only to those coopers who have moved up a peg and added hampers to their line of products. The most important vegetables now are carrots and turnips, for these are "barrel crops," so the bumper crops of carrots and turnips are destined to bring hope to many a cooper, though just at this moment these orders are being held up until the weather clears and the mud in the fields and on the roads settles a bit.

Produce Barrel Manufacturers' Business Outlook Is Governed by the Weather

When you see the maker of produce barrels on a clear day he will tell you that business is fine. When you see him on a rainy day he will tell you that business has gone to the dogs and there is nothing to it. He will be right on both occasions; his business is governed by the weather.

Demand for Petroleum Barrels Is Large

The demand for barrels for petroleum oil and its products is large in spite of the inroads the steel drum has made in this trade, but our city coopers are not getting much of this business, for, on account of the prohibitive freight rates on empty barrels, the refiners are compelled to make their own packages; so, while the working coopers are doing pretty well on oil barrel jobs, the shops suffer.

Cottonseed Oil Mills Are Busy and Cooperage Demand Will be Steady

The cottonseed oil mills are busy now and are using the whole list of cooperage packages known to their trade, for their tin can business is only a side line. They buy from the coopers when they can, and make their own packages when they are forced by high freights to do so, so they are always in the market for either cooperage or stock, especially at this season. This business will be steady for months to come.

They are paying about $1.90 each for new barrels, and about $1.10 for second-hand. Some of the tight barrels offered to coopers by the groceries are as good as new, but, as there are always some that require considerable re-coopering, the grocer is lucky if he gets half price for his empties. This also applies to other barrels.

What Governs the Use of Different Kinds of Shipping Packages

It is curious to note how the choice of packages fluctuates. California grapes come here in fine, large kegs, and many fruits reach this market packed in the same way, but the Louisianian usually ships products of the same classes in crates. On the other hand, Louisiana growers ship cucumbers in barrels, while in other places the crate is preferred for this vegetable. It is hard to tell whether this is a matter of taste or of salesmanship.

Sugar Mill Still Using Sugar and Syrup Barrels

The sugar mills are still in action and are using many more sugar and syrup barrels than had been expected, though but few orders are being received here from any considerable distance. The sugar men have to make their own barrels, and many of the smaller mills now have all the stock they can use. The large refineries that keep on working after the grinding season has closed, and sometimes work the year 'round, are still in the market for stock, both tight and slack.

Apropos of Oak Syrup Barrels

Some of the syrup people call for oak barrels, but have a settled prejudice against paying over ten cents more for the oak. Even a difference in price of only ten cents is sufficient to convince many buyers that gum is, after all, the best timber for tight barrels.

Fish and Oyster Barrel Trade Effected by Weather

The trade in fish barrels was extremely good until the present flurry of stormy weather brought that demand to a complete standstill, and even checked the brisk demand for oyster barrels. This small line of business will flourish again as soon as the weather clears.

An Outlet for Tin Barrels

A legitimate use has at last been found for the tin barrel. It is useful as a container for certain kinds of hardware, and for shipping scrap iron and junk. Junk dealers are good customers for second-hand packages of this kind. Nothing could be more appropriate.

The Value of Nail Kegs as a Second-Hand Package

One of the mysteries of the second-hand package business is that emptied nail kegs are wasted. There are a great many products that cannot bear the cost of an expensive package, and the used nail keg, if placed on the market, would be the cheapest thing obtainable. There are many products that are shipped in large quantities, but which are delivered to the retailer in small lots. For shipments of this kind the nail keg would be the very thing. If any shipper needs small packages that are good, strong, handy and cheap it would not take any one of our second-hand dealers here very long to gather up a carload. Think this over. It is worth trying.

Predicts Sugar Barrel Business Will Score a Vigorous Comeback

The John G. Moll Cooperage Company has plant space conveniently located for the storage of their stock, of which they have a good supply, though they are always in the market for more and are glad to hear from mill men with offerings.

Although alarmists would have us believe that the sugar barrel business is dead, these gentlemen believe that this business will score a vigorous comeback, and even this season they are filling some good orders in that line. They, like the rest of us, would be glad to work exclusively on large orders for new barrels, but they do not rely on trade of that kind exclusively, but do a large business on small miscellaneous orders for every kind of cooperage package known to the trade, buying every kind of cooperage that is offered and supplying odd lots of everything that is needed by the shipping trade, their variety extending from the big oak vats that come from Italy filled with olives down to candy pails, which continue their usefulness as butter tubs.

Their business is now under the management of Mr. Sidney Charbonnet, whose best asset is his wide acquaintanceship with the trade, he being intimately acquainted with every barrel user in this section.

The Use of the Wooden Barrel for Foodstuffs Should Be Legalized for Health Sake

When sugar is retailed in little cartons it costs the consumer about four dollars more per barrel than it would cost him if shipped in wood. If the customer wishes to pay that extra four dollars for the pretty little cartons that is his privilege. No one objects to the carton on sanitary grounds. Even when refined sugar is shipped in bags there is usually a strong, coarse outer bag of some kind, with an inner bag either of paper or of some closely woven fabric, and this arrangement affords considerable protection from dirt.

The Question of Salt

As a rule the shipper of salt takes no such precautions. When barrels are not used the salt is usually shipped in a single sack either of burlap or thin open cotton, and by the time the salt reaches the ultimate consumer it is not fit to be used as seasoning for human food, and much of it is not fit for a horse.

The Question of Flour

The shippers of flour do even worse. The sacks they use to hold 98 pounds net of flour are porous, leak flour and alsorb dirt, and are extremely liable to be torn in handling. The little cotton bags that hold from ten to fifty pounds are much worse and afford no protection whatever from dirt. Flour in a small cotton bag is no cleaner than flour that has been swept up from a dirty pavement, and the man who has had much experience in handling, transferring and re-shipping flour in little bags must be pretty hard-boiled if he does not lose his appetite for bread made of flour.

Use of Barrel for Flour Should Be Compulsory

It is hard to understand how business men can so persistently offend against the laws of health and decency, or how legislators can so long neglect the passing of laws making the use of barrels compulsory for the shipment of flour, if not also for salt.

COTTONSEED OIL MANUFACTURERS ASK RETALIATORY TARIFF AGAINST ITALY

Announcement has been made at the Washington, D. C., offices of the Interstate Cottonseed Crushers' Association, that President Harding would be asked to invoke the retaliatory provisions of the Tariff Act of 1922 against products imported from Italy, because of what is regarded by domestic cottonseed oil manufacturers as the entirely unwarranted and purely discriminatory increase of approximately 100 per cent. in import duty on American cottonseed oil, which Italy put into effect last July. The import duty complained of, which is practically prohibitive, has virtually eliminated American oil from the Italian market. The falling off in exports of cottonseed oil has been reflected in the decreased demand for barrels from the cottonseed oil plants, and it is to be hoped that overtures will be inaugurated with the Italian Government looking toward the rescinding of the offensive import tax.

OIL REFINING COMPANY TO BUILD NEW BARRELING PLANT

The Marland Refining Company has purchased a deep-water terminal property at Texas City, Texas. The present plant, which was formerly occupied by the United States-Texas Oil Company, will be enlarged and improved and equipped to handle the coastwise shipments of the Marland Company. One of the contemplated improvements is the erection of a large-capacity barreling plant, the construction of which will be undertaken immediately.

Louisville Reports Cooperage Trade Satisfied With Present Business and Optimistic Over Prospects for 1923

Trade throughout the cooperage industry has been most satisfactory during the larger portion of the past six months. Opening up well in the early fall, it improved steadily right up until late November, when the demand slumped somewhat. However, present business in Louisville is good, considering the fact that since the days of prohibition there is no big winter demand for bourbon barrels. Taken all in all, business right now is away in advance of what it was at this time last year, when it looked very much as if the bottom had dropped out of the cooperage industry and would stay out for a long time.

Today oil barrels are priced at from $2.90 to $3.00, while at the opening of 1922 they were around $2.00. All other packages are on a much better price basis than they were a year ago. Cooperage concerns have a fair volume of business in hand, fair inquiries, fair orders, at the same time that some of the really big consumers have been placing inquiries and are expected to start buying very shortly. Of course, new business for immediate shipment will be a little quiet until after the holidays, but as soon as inventories are completed a healthy movement is anticipated.

Stave and Heading Production Has Increased and Dry Stock Is Reaching the Market

During the past few months stave and heading operations have shown a full-speed-forward movement. Production has been heavy and dry stock is now reaching market, although stocks have been generally reduced, and, so far as prices are concerned, have not shown much result of heavy summer production. Rainy weather, now setting in in the far South, is retarding production somewhat, and this fact is likely to result in prices being well maintained over the winter period.

Good Year's Run of Trade for Paint and Varnish Manufacturers Meant Business for Cooperage Industry

Late reports indicate that there has been some nice business placed by large consumers. One concern, which is reported to have asked for prices and to have placed business, is the National Anoline Company; another was the Standard Oil Company of Indiana, while the paint and varnish trades have been very active, having closed one of the best years in their history. The paint and varnish trade started off slowly the first of 1922, just as the cooperage trade did, but showed big gains the last six months of the year.

The Tight Stock Market

It is claimed that there is no spirit or bourbon cooperage stock being quoted on the market as such material is scarce and high-priced, if it can be found at all. The last sales reported in spirit stock showed staves at $125 to $135 a thousand and heading at $1.25 a set. White oak oil staves are reported as selling at $65a$70 at mill; red oak, $55; gum, $45a$50. Circled heading is quoted at 52 cents a set for white oak, 50 cents for red oak and 37½ cents for gum. Joined gum staves were recently reported sold at 97½ cents a set.

Tight Barrel Market

Quotations on tight barrels show no great change over a month ago. White oak oil barrels are quoted at $2.90a$3; red oak, $2.70a$2.75; spirit, $4.75a$5; gum, $2.25a$2.40; half-barrels, white oak, $2.30; red oak, $2.15. Kegs, 5-gallon, $1.25a$1.35; 10-gallon, $1.60; 15-gallon, $1.75; 20-gallon, $1.90a$2; 25-gallon, $2.15; 30-gallon, $2.30. Red or mixed oak prices are, on kegs, at ten to fifteen cents lower than white, one house quoting red oak at $1.15 for 5-gallon; 10-gallon, $1.50; 15-gallon, $1.65; 20-gallon, $1.75; 25-gallon, $2; 30-gallon, $2.15.

The Slack Barrel Market

Slack barrel demand is fair but not heavy. There has been a fair demand up to the present time for poultry barrels, with a little call for salt, sugar and apple barrels, although the apple and produce demand is not active. Bottlers' demand is also light. Flour barrel demand is about normal for the season. Local flour mills have been running nearly to capacity and on a better basis than Southern flour mills, according to report of the Southeastern Millers' Association. In a recent report the association showed 62 per cent. at capacity, whereas local operations have been at 90 to 100 per cent. capacity.

Prices on slack barrels show flour at 70a75 cents; salt, the same; sugar, 90 cents; one-head produce, 50 cents; two-head, 55 cents; poultry, 60a65 cents; sugar-sized produce of No. 2 stock, 70a75 cents. Stock prices quoted to local consumers show no material change. One consumer reported pine heading firmer, millrun stock being quoted at $9 to $10 for 17½-inch, and $11 for 19⅝-inch sizes.

Entire Country Is Anticipating Good Business During 1923, Says Nick White

J. Nick White, of the Louisville Cooperage Co., reports 75 % capacity running in their keg department and 60 per cent. in their barrel division, demand being a little slow, but fair. Mr. White said: "I feel that things will pick up well after the annual inventory period. It took us six months of 1922 to get started, but it does not look as if 1923 will be slow at the start, as all general consuming industries are busy and general business throughout the country is better. We have been running full time at our mills in eastern Kentucky and the far South, but the Southern mills are now handicapped by the usual winter rainy season. There is a very good demand for staves and heading, showing that the country generally is anticipating good business."

New Packing Company Increase Lard Tub Demand

Demand for lard tubs in Louisville has increased as a result of enlarged pork and beef-packing facilities here. The Emmart Packing Company recently started business and has started off in a big way. Experienced men are behind this enterprise, and it is one of the largest independent packing plants in the South.

Chess & Wymond Company Reports a Good Run of Keg Trade

J. R. Williams, sales manager of Chess & Wymond Co., big producers of tight staves, barrels and kegs, reported that the keg business has been better since the slump in late October and early November, and that, since the fifteenth of November, trade in this line has been uniformly good. Barrels have stiffened a little in price, while tight stock prices are also somewhat firmer. Barrel inquiries are good, with some good orders being booked. The Chess & Wymond Company are not looking into the future beyond March, next. Due to being unable to figure the future stave and heading market, six and twelve-month contracts are a bit hard to figure, and no one apparently is anxious to accept them at present quotations. Keg business is principally for immediate shipment, although some future business is being booked. The barrel departments have been running full, with the keg departments moving on about a 50 per cent. basis.

Trade Briefs and Personal Mention

Paul Dysart, Jr., of the J. D. Hollingshead Company, reported a gain of about 100 per cent. in 1922 as compared with 1921, and much better prospects.

The Atlantic Tank & Barrel Company has been quite busy for the past several weeks on some very fair oil barrel business. The company starts off the 1923 season with good business on the books.

C. M. Pate, of Chess & Wymond, is back from an Eastern trip, while W. A. Watts has returned after spending a few days at the Jackson, Miss., operations.

Steady advances in gum and oak lumber indicate that there is not much reason for any reduction in gum or oak staves or heading, as logs are stiff and getting higher all the time.

WILL BUILD BARREL FACTORY

The Phillips Higrade Refining Co., Okmulgee, Okla., is planning to build a barrel factory to be run in conjunction with their refinery. The barrel plant and other improvements and additions, it is reported, will cost about $500,000.

OIL COMPANY TO BUILD BARREL FACTORY

The American Oil Company, Tulsa, Okla., is reported to be planning to build a barrel factory in connection with its proposed new oil refining plant on local site. The refinery will have a capacity of about 2 500 barrels per day. T. J. Ryan is president of the American Oil Co.

"WHERE CAN WE GET A GOOD MAN?"
By Practical Cooper

How often you have heard that question asked!

When you advertise for a man to hold down a responsible position it is frequently amazing what an avalanche of assorted specimens will begin to pour in on you.

You look 'em over and listen to their stories—some of them will undertake to bail out Lake Michigan with a teaspoon, while others would hesitate to hang up their hats without first holding a conference. When you get hopelessly entangled you kick the whole bunch overboard and go out and get a good man that you know from one of your competitors. Not a nice trick and even he may have his shortcomings, but you know you can depend on him.

All of which merely goes to show that you like to do business with some one you have faith in, some one you know will treat you right and do everything possible to help you.

Whether you are hiring a man—buying barrels—or dealing with an oil company, it's loyalty and a square deal that you want.

"Wanted—A Good Barrel"

That is the position of the cooperage trade today; you must keep faith with your customer in order to still hold his business and to get new trade. A firm does not want to deal with a company that they have continually to make complaints against. The writer overheard a conversation recently. The head of a firm that was buying two cars of barrels a week said to the traveler for the barrel firm: "You are sending us fine barrels now, and it is a treat to get barrels that will stand up. Our customers do not complain. It was certainly discouraging to make excuses to them for leaky barrels all the time. We won't think of changing our barrel business if you keep up the 'quality' that you are giving us now." Then the barrel salesman made reply, "I am glad to hear it, and if I can do anything to keep your trade you can rest assured I will do it."

Confidence restored again, the firm that was buying the barrels have again placed their faith in the cooperage company, believing they will continue to get a good barrel. Now it is up to the cooperage company to keep that faith. How are they to do that? Teamwork is the only way. The boss means to put out nothing but a No. 1 barrel, but when he has men in the cooper shop who think only of quitting time and take no interest in what goes out, then he is going to get complaints, and it does not end there, but goes on to the consumer that bought the barrel of oil. The foreman cannot put his hands on every barrel that leaves the cooper shop, nor can he inspect every piece of wood that goes into a barrel. So help him, and do not be careless. One will sometimes hear some of the men in the shop saying, "What do I care; it's a big firm, and they do not care for me and have lots of money." Negligence? Well, that can do for another issue of the JOURNAL. Meanwhile my advice for next year is for every man in the cooper shop to get together and see that nothing passes that should not leave the shop. If a cooper sees a defect and knows it is not what it should be, cull it out, and you will be helping yourself and working honestly for the firm. Teamwork wins, so let all of us get together for 1923 for the good of the company that pays our wages; for the good of the wooden barrel the demand for which gives us our chance to earn a livelihood, and for ourselves that we may build better reputations as craftsmen.

STEADILY INCREASING PAINT SALES AN ITEM OF INTEREST TO MANUFACTURERS OF TIGHT COOPERAGE

According to statistics compiled by the *Paint and Varnish Record*, the volume of sales of paint and varnish during 1922 exceeded by more than 31 per cent the volume of sales in 1921. The progressive increase in paint consumption that has been evidenced this year is expected to continue during 1922. The "Save the Surface" and "Paint Up" campaigns, which have been instituted and pushed vigorously during the past year under the auspices of various paint and varnish manufacturers' and dealers' associations, have been productive of highly satisfactory results in promoting business. Increased use of paint must eventually be translated into greater demand for barrels, as cooperage is recognized as one of the standard containers in the paint and varnish industry.

SECRETARY HOOVER URGES EXPANSION OF COMMERCE DEPARTMENT

Expansion of all functions of the Department of Commerce to better meet the needs of commerce and trade, and at the same time avoiding Governmental meddling in business affairs, was urged by Secretary Hoover in his annual report.

The case of the agricultural and commodity crisis of 1921 was cited to show the beneficial effect of the policy of seeking guidance from the industrial community and responding to its needs. Investigation, Mr. Hoover said, revealed the necessity for re-establishment of the War Finance Corporation and the subsequent extension of $300,000,000 in loans to the farmers.

"The impending widespread bankruptcy in the agricultural industry," he said, "was thus prevented. The beneficial results of this credit operation in contribution to the economic recovery of the country can not be over-estimated."

Mr. Hoover stressed the close but non-paternalistic co-operation of the department with the business world in waging war against the housing shortage of 1,000,000 dwellings, the unemployment emergency affecting 5,000,000 workers and against the effects of the coal and transportation tie-ups, which he said would have meant acute suffering and disorder if permitted to go unchecked. The method employed in these emergencies was an open service as an information clearing house to expedite normal recovery.

Recommendations by Mr. Hoover after investigation into the economic problems of the country include more liberal credits for the farmers and relief to them through re-adjustment of railway rates as between high-priced commodities and primary produce, correction of over-expansion in the coal industry and the development of the transportation equipment reserve to meet the peak periods of crop and commodity hauling.

Mr. Hoover included in his report an expression of conservative optimism on the business situation, urged concerted action to end recurrent unemployment due to the so-called business cycle and discussed a survey of foreign trade currents. Recommendations included:

Reorganization of the Government agencies dealing with commerce, mining, manufacturing, shipping, fisheries and transportation facilities into three groups, each under an assistant secretary.

Establishment of foreign trade zones in the ports of the United States as a substitute for the present system of bonded warehouses. Radical reduction of the fees now charged for passports and vises and revision of the formalities required of travelers. Adequate definition of the liability of ocean cargo carriers for loss or damage to goods. Codification and revision of the navigation laws, including simplification of the supervisory work of the Government agencies in charge of shipping. Enactment of a load-line law similar to the laws of the maritime powers of Europe. Modification of the present double inspection system of ocean cargo steamers. Exemption from Federal taxes of American residents abroad who are engaged in the expansion of American commerce. Enactment of legislation now before Congress for the regulation of safety requirements in commercial aviation.

Extension of the regulatory powers of the Commerce Department for control of radio. A new code to give the Commerce Department complete jurisdiction over the fisheries in Alaska. Laws to prevent the pollution of coastal waters by fuel oil from ships and the many petroleum derivatives used in industry. Increased salaries for exports and specialists in the Commerce Department.

AN EXCERPT FROM G. D. CRAIN, JR'S., TALK BEFORE PUBLISHERS' ASSOCIATION, IN NEW YORK MEETING

Mr. G. D. Crain, Jr., of Chicago, is accorded country-wide recognition as one of the leading authorities in the United States on the subject of commercial publicity. In the course of a talk delivered before a meeting of business men gathered in New York on October 12th, last, he made the following remarks which are peculiarly applicable to the advertising problem of cooperage manufacturers and dealers.

He said, "The good name of a manufacturer is his greatest asset. That advertising can help him to build up and protect the good name of his house and his product is a fact that everybody appreciates, but upon which not enough stress has hitherto been laid. This is particularly true when it is remembered that the thing that makes business worth while to most men is the consciousness of having won distinction in their chosen field. The prestige that is enjoyed by the manufacturer who makes a good product and then advertises it, is not only a financial asset, but a matter for real personal pride as well.

"This is an element of advertising results that is most important, and that commands interest as the advertising is continued. It is the thing that makes secure the position of the house, and stands it in good stead when the stress of competition becomes severe. It is the thing that helps to make friends of customers, and supplies the anchor to windward that holds the good ship steady against the winds of adversity.

"One of the notable failures of 1922 was that of a large company which was said to have done little or no advertising to the trade, and to have built up practically no spirit of loyalty among merchants handling its goods. They had no sentimental interest in the maintainance of the connection. Trade prestige, won through advertising, might have prevented its failure.

"A campaign, which is typical of many, put on by advertisers anxious to increase their standing and reputation, is that of a large company which has been running a series of historical advertisements in the publications covering its trade. The officer of the company who was responsible for the advertising was quoted as saying that, in spite of its large assets running high into the millions, it was practically unknown. It needed advertising, not to sell its product nor to increase its net earnings, but to build up a prestige commensurate with its size and success, and with the natural pride of its directors in its splendid achievements. I can think of no finer goal for advertising than that.

"Advertising is an insurance policy for sales. It has an eye on the future. Much of the advertising that is done today will benefit the business of tomorrow. Consistent advertising, over a long period, is the most successful. The demand for immediate returns as the only basis upon which to consider the benefits of advertising, often obscures sight of the longer view of business, and of the importance of the good will factor which exerts such tremendous influence in the placing of orders."

SOUTHWEST SEES PROSPEROUS 1923

Business leaders expect greater prosperity in the Southwest next year, although a seasonal money shortage is forseen next spring before crop returns are in. They point to the world-wide shortage of cotton. For the first time in years the territory has virtually no hold-over cotton. Therefore a good price is assured. As to yield, for the first time since the boll weevil became a serious menace, there has been concerted action on the part of farmers in plowing up and turning under cotton stalks as soon as picking is over, generally agreed to be one of the best ways to check the weevil. Also considerable progress has been made in devising mechanical means for killing the weevil.

In West Texas and the Panhandle rains came opportunely to bring up winter wheat and other small grain. It also brought out winter range and weeds for livestock. Assisted by the Government's system of livestock loans, portions of West Texas where the drought of several years ago depleted the ranges have substantially recovered, and with a good season are expected to be in the best shape since the war.

Mines in Arizona and New Mexico are reopening. Railroads are overcoming labor difficulties and are entering upon one of the greatest improvement programs in the history of the Southwest. The next big development in the Southwest will be in manufacturing. Dallas, for example, ranks fifteenth among cities of the nation as a distributing center, but one-hundredth in manufacturing. Texas leads as a producer of raw materials, but its rank in manufacturing is low. More factories came to the Southwest this year than last year, and the territory has reason to expect an even greater increase the coming year.

Higher prices for agricultural and livestock products the last year have put the Southwest in good condition financially. The cotton crop brought to Texas alone about $450,000,000, including the price of the seed. The Southwest produced more than one-half the oil of the nation. In the fiscal year ended October 18th, the indebtedness of member banks to the Federal Reserve Bank of Dallas was reduced 70 per cent. The Southwest faces the new year on a sounder financial basis than since the war. The credit of the district is good.

WILL MAKE SHORT STAVES EXCLUSIVELY

The Home Stave Company, Cotton Plant, Ark., manufacturers of tight and slack cooperage stock, will have their Aydlett, Ark., plant in operation early in January. The Aydlett plant will manufacture short staves exclusively.

John Ebersberger, Inc., Newark, N. J., dealers in all kinds of new and second-hand barrels, have opened a barrel yard at 11th Avenue and West 40th Street, New York City, in order to give better service and better prices to their many customers.

THREE HIGHLY APPRECIATED CHRISTMAS REMEMBRANCES

That the spirit of "Auld Lang Syne," the beautiful sentiment of the remembrance of old friends, which has been immortalized in the folk songs of misty Scotland, blooms and blossoms in the cooperage industry, was proved beyond a scintilla of doubt, when, in the course of the past month, there was delivered to ye editorial sanctum the concrete evidences of the truth of the above assertion, the said evidences being, to wit: one handsome paper-weight from the Powell Cooperage Company, of Memphis; one highly artistic, ornamental and withal, extremely useful letter-opener from The Vail-Donaldson Company, of St. Louis; and one beautifully embossed, substantial, serviceable wallet from the Himmelberger-Harrison Company, of Cape Girardeau.

These remembrances were sent to us from the fullness of a ripe friendship that insures the perpetuation of the common bond of sympathy, understanding and mutual respect that cements our relations with our good friends that remembered us so finely, and as such we have received them.

"Tom" Powell's paper-weight is a thing of beauty, dignity and splendid conception, and "Jim" Donaldson's letter-openers, which are inscribed with our own individual "moniker," is an artistic triumph. A paper-weight is always welcome in an editorial office, where its uses are manifold. Contrary to general belief, the function of anchoring manuscripts on ye scrivener's work-bench and preventing their being wafted over the transom on the bosom of a vagrant draught, is not the most important of its uses. A good, sturdy, substantial weight of fair heft makes a corking fine missile and performs valiant duty in compelling the ignominious retreat of importunate solicitors. Letter-openers, particularly the kind that "Jim" Donaldson sent us—it has a broad, heavy, highly-polished stiletto-like blade—aside from being useful in the slashing of the daily grist of mail, come in wonderfully handy in the gentle practice of intimidating the persistent and pestiferous bill-collector. Both articles fill for us a utilitarian role that was not contemplated by their designers.

The wallet from the Himmelberger-Harrison Lumber Company is an accoutrement of personal adornment. We have always wanted to possess a wallet of our very own with our name on it in gold letters—and now we have it! Aside from a varied assortment of soiled business cards, expired trolley transfers, home-brew recipes and other trifles of like value, we have nothing to carry in it, but that does not detract one jot or tittle from our joy in owning it. Perhaps in the course of the development of our career we may yet become the undisputed proprietor of a bill—we dare hope that it will be of large denomination—in which event our recently acquired pocket-book will assuredly fill its destiny as the guardian of a visible cash reserve.

We desire to extend our sincere appreciation of the kind remembrances with which we have been favored, and to make public proclamation that our regard for the donors is a sentiment in which we indulge with supreme pleasure and satisfaction. We are humming "Auld Lang Syne."

TENTH NATIONAL FOREIGN TRADE CONVENTION TO MEET IN NEW ORLEANS

The Tenth National Foreign Trade Convention of the National Foreign Trade Council will be held in New Orleans on April 25, 26, 27, 1923, according to announcement of O. K. Davis, secretary of the Council.

"The selection of New Orleans as the Convention city," said Mr. Davis, "is peculiarly fitting in view of the development of the city as a great center of American foreign trading activity. In 1921 New Orleans was the second port of the United States, importing coffee, sisal, burlaps, bananas, crude oil and sugar; and exporting corn, rice, wheat, cotton, glucose, steel rods (not wire), iron pipes, steel plates and sheets, lard, cottonseed products, mineral oils, tobacco and lumber.

"Of special interest to foreign traders in all parts of the Mississippi Valley has been the development of shipping facilities at the port of New Orleans and the consequent increase in steamship services. Since the Third National Foreign Trade Convention was held in New Orleans in 1916, this progress has been particularly marked, and has been accelerated by the increasing proportion of American foreign trade carried on with the West Indies, Central America, Mexico, South America and Asia, much of it passing through gulf ports.

"As in former years, leading foreign traders from every part of the United States and every line of industry, as well as a considerable number of business men from foreign countries, will be at the convention."

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry

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The receipt of the first paper after subscription is evidence that order has been received at this office. No other receipt will be sent unless requested.

ADVERTISING

Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

REMITTANCES

Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

NEW ADVERTISERS

National Manufacturing Co., Detroit, Mich.
Chas. Grotnes Machine Works, Chicago, Ill.
Morrison Hoop & Lumber Co., Memphis, Tenn.
Paragon Cooperage Co., Fort Wayne, Ind.
Dublin Hardwood Stave Co., Dublin, Ga.
The Weinman Box & Cooperage Co., Atchison, Kane.
Voll Cooperage Co., St. Louis, Mo.

CANCELLATION OF FREIGHT PRIORITIES DOES NOT TAKE BUSINESS "OUT OF THE WOODS"

Despite the recent order of the Interstate Commerce Commission rescinding all priorities in railroad transportation, which it had previously granted in favor of certain specific commodities, the free and unrestricted movement of which was regarded as essential to the comfort and economic welfare of the country, the inference that business is "out of the woods" insofar as the general freight situation is concerned, is not by any means warranted. It is quite true that the traffic snarl has been so far untangled as to permit of the revocation or vacating of the Commerce Commission's dictum that the use of available cars must be restricted to the movement of certain vitally essential products, and that the dearth of freight equipment is a bit less acute than it was a short time ago; however, it would be well for us to withhold our cheers until we determine just how much we have to cheer about.

The opening of our railroads to the movement of the whole list of the commodities of commerce does not mean that all the freight offered to the carriers can be handled. While the recent restrictions have been removed, the action of removal was not based upon the premise that the railroads are now able to keep their freight platforms and warehouses clean—rather were they removed because the bulk of the perishable and "preferred" merchandise that the carriers were forced to accept has now been moved, and the driving necessity of utilizing every suitable freight vehicle in this traffic is somewhat abated. At best, the relief that we are now experiencing is but temporary.

There are elements in the present business and transportation situations that point to another severe car shortage in the spring. Our railroads, with every unit of equipment at their disposal in use, are at present taxed to the limit of their capacity, and beyond, in handling a growing volume of business, and with the rapid expansion in the country's production, which is incident to our returning national prosperity, far outstripping the expansion in railroad facilities, it is inevitable that the carriers will again, in the course of a very short time, find themselves utterly unable to handle the tremendous amount of merchandise that will be thrust upon them.

The New Year

May it bring to each and every one of our host of Cooperage and Cooperage Stock friends, as well as to every direct and allied manufacturing line with which we are in constant touch, the fullest of Good Health, Increased Happiness, Enduring Friendship, Business Success and Trade Prosperity. Such is the Journal's wish for

1923

Alba B. Johnson, world-famous locomotive builder and president of the Railway Business Association, in a recent address, said that the car shortage has overtaken the country despite the vigorous efforts of the roads to put existing property in order and to expand facilities. Net increase in the number of freight cars in the last ten years was 10 per cent., while the freight tonnage carried by the railroads increased 26 per cent. The actual volume of freight moved, however, was far greater than the above increase would indicate, as a vast tonnage was transported by motor truck. There are being added to the freight carrying equipment of the American railroads this year some 110,000 cars, but, because of discards and retirements, the net gain in rolling stock will be very small.

In the face of these unpromising conditions the importance of the order of the Commerce Commission vacating the existing freight priorities loses much of its first-blush force, and the appeals, or what might be interpreted as the warnings of the railroads to load every car to maximum capacity and to expedite returns to parent territories, gain correspondingly in significance. The railroad managements have studied and surveyed the situation, and they, in the full knowledge of the limits of their facilities and the possibilities of their being able to meet the transportation demands of the coming few months, are advising, with all the emphasis at their command, capacity loadings and speedy releases. The car supply has eased up a trifle for the moment, but there is another scarcity just around the corner. Cooperage shippers should not be misled by the present easing up in the difficulty of securing cars, but should, in the protection of themselves and their customers, make vigorous and energetic efforts to push to delivery every ounce of material that they can find transportation for—the traffic problem will become more complex during the next few months.

COOPERAGE MANUFACTURERS, "GO, THOU, AND DO LIKEWISE"

In a recent issue of the *New York Packer*, the weekly newspaper devoted to the interests of commercial growers, packers, shippers, and receivers of fruits, vegetables and other produce, there appeared an article under the caption "Packing Apples in Bushel Baskets," which should carry a pointed suggestion to those cooperage manufacturers and dealers who produce and handle apple barrels and apple barrel stock particularly, and to all cooperage interests generally. The article, in its introduction, sets forth that "J. E. Etheridge, of the Package Sales Corporation, assisted by the Virginia Polytechnic Institute, recently completed a detailed study of packing apples in bushel baskets. Some of the data secured in these experiments is given herein." Then followed fully seventy-five inches (single column) of matter dealing with the alleged advantages of the bushel basket as a container for apples, describing methods of packing, and making certain recommendations anent the use of cover-pads and covers. The contribution was well written, treated of a subject in which apple-growers generally are interested, was carried as trade news and was doubtless, due to the fact that the *Packer* enjoys a widespread national circulation throughout the fruit and produce trade, widely read.

We are Broadcasting—
"Trade Prosperity and Business Success for 1923"
—Tune In

To the casual reader it was just the ordinary type of interesting and informative article that is the warp and woof of trade paper publicity, but the astute cooperage manufacturer would discern in it all the elements of a clever piece of advertising. The fact that the Package Sales Corporation, the sponsor of the article, is one of the largest and most aggressive companies in the basket trade, and that any publicity that would assist in popularizing that container would be of direct benefit to them, would identify the "fish that was being fried" in this particular instance, and would reveal to him the inspiration of the article. The method of business promotion exemplified in the contribution is entirely legitimate, ethical, sound and practical, and the "basket interests" are to be commended on their initiative and resource in their employment of it. If the article in question was an isolated or unusual instance of "news advertising," it would probably elicit no comment, but as a matter of fact, contributions of this sort, boosting "substitute containers"—baskets, hampers, boxes, crates, etc.—have, for the past few years, been appearing with such consistent regularity, so frequently, and in so many trade and daily papers, as to support the assumption that the producers of these lines are actively engaged in a more or less organized "propaganda" campaign, designed to reach the consuming markets through the news columns of the press. They have evidently measured the efficacy of straight reading matter as a moulder of opinion, and recognizing the publicity value that lies hidden in the innocent-looking educational article which is apparently impersonally informative, they have and are capitalizing the opportunity that the trade and daily press affords to keep their products in the minds and before the eyes of the container-users whom they desire to cultivate, by presenting what the reader assumes are unprejudiced and unbiased surveys and comments on the package problem, in which, inferentially at least, the wooden barrel gets "none the best of it."

This subtle and highly efficacious advertising method is not, fortunately, an activity the practice of which is or can be restricted to the exclusive use of any particular branch of industry; it is not a licensed procedure, neither is it necessary to secure any private or public permission to indulge in it. It is a business aid that is available in the same free and full measure to cooperage manufacturers as it is to the makers of "substitutes," but it would seem that, up to the present, our industry has given it scant consideration. In this we have been overlooking and ignoring an agency that can and does exert a powerful influence on our markets.

Why this is so we will not attempt to explain—our aim in this article is merely to point out a condition. It is a fact that the "Basket" and the "Box," as institutions, are the subjects of far more publicity than is the "Barrel." A compilation of the printed matter dealing with wooden containers that has been given circulation in the course of the past five years would probably show "substitute packages" receiving the bulk of the publicity in the ratio of ten or more to one, in amount. The persistent appearance of these articles in the public prints serve to create and sustain interest in the subjects that are discussed, and they unquestionably stimulate business in the lines represented. Granting the power of the press to sway public opinion and favor—a power that none can deny—and in view of the fact that this power is ready to the hands of the cooperage industry and can be exercised in behalf of the wooden barrel at the cost of a modicum of initiative and aggressiveness, are we exhibiting good business judgment in failing to use it, while our competitors are energetically disseminating "news" that has a distinct advertising value, and are profiting by our inaction?

It is not that the cooperage industry does not count among its ranks numerous men who have the gift of expression and the knowledge, trade and technical, necessary to the writing of interesting articles, and it is not that "cooperage" does not furnish material for discussions and comments of general appeal—it is simply that up to the present we have failed to take full advantage of an open opportunity to advance our interests by the most effective medium that the business world knows—persistent publicity. A "Publicity Bureau" maintained by the collective support of the industry, whose function it would be to keep "Cooperage" in the columns of the daily and trade papers, would work inestimable benefit in the promotion of the welfare of our trade.

COOPERAGE INDUSTRY CAN LOOK FOR AN ACTIVE AND PROSPEROUS TRADE DURING 1923, SAYS WALTER C. HARTMAN

Our report for the JOURNAL's January, 1923, issue must be optimistic, and we are pleased that it is possible to take such a position. For some time past we have been looking forward to this movement of the market and it came about the time we expected, but with considerably more vigor. The volume of inquiries is quite large and a number of concerns are trying to contract for six months and longer, because, we believe, they realize that the present level of prices is lower than can be expected later.

It is to be hoped that we will not experience a period of exhorbitant prices, and we think the experienced mill men do not wish any such state of affairs. As demand increases, it is to be hoped more stock will be made to meet the requirements, and it is known that buyers generally are willing to pay the mill men a fair profit, but experiences show that when prices go beyond reason a substitute container, a competitor of the wooden barrel, grows in popularity while the use of the best package in the world becomes less with some concerns, and permanent trade is injured.

It is very early to talk about a fruit crop, but we do believe that the apples will help in the trade and cut a bigger figure next year than in 1922. A crop is due in some of the principal sections, and it is not likely that killing freezes will be experienced in the Southeast as last season.

Some early buying is being done by the wise fellows, and this activity in the market contributes a good deal to the general increased demand and business that is felt in every section. We look for an active and prosperous 1923 in the cooperage stock trade.

DOMESTIC TRADE IS GOOD AND FOREIGN TRADE IS OPENING UP NICELY SAYS JAMES INNES

December is usually looked upon by cooperage stock manufacturers as an off month with little business doing, especially during the latter part of the month. This year, however, has been an exception to the rule, to the delight and benefit of the manufacturers.

Demand for both No. 1 and No. 2 30-inch staves has put these two grades back to where it is profitable to manufacture, while there is also a fair demand for millrun, No. 1 and No. 2 28½-inch, as well as the shorter lengths. Hoops are still plentiful and are in excess of demand, while heading has not yet responded to the general advance in values of staves and lumber.

Buyers are already looking for future supplies, and some contracts have been made for 1923 delivery at prices considerably above average figures for 1922.

The comparatively active lumber market is, no doubt, affecting prices of cooperage stock, as there is a good market for lumber for future delivery.

The market in tight barrel stock is now in a healthy condition. Stocks are being gradually depleted; there is a strong feeling of confidence as to the future permeating the trade, while prices are not now fluctuating to any extent. Domestic trade is good and the foreign market is opening up nicely. There is a scarcity in some lines of staves and heading, stocks being practically exhausted. We look for higher prices in all lines of tight barrel stock for 1923.

We take this opportunity to extend best wishes to the JOURNAL and the cooperage trade generally for a happy and prosperous New Year.

PRESENT AND PROSPECTIVE BUSINESS CONDITIONS WARRANT THE COOPERAGE INDUSTRY ANTICIPATING A HAPPY AND PROSPEROUS NEW YEAR, SAYS C. M. VAN AKEN

The chickens that have been hiding away are again out where they can be seen, and, as the year 1922 closes, we are proud of the brood. In other words, the demand for cooperage, which has been hiding away much of the time during the past year, is now visible to quite a marked degree, and it has come at a time to assist in making a Merry Christmas and afford us the opportunity, at least, to anticipate a happy and more or less prosperous New Year.

There is nothing to be gained by reviewing the spotted conditions of 1922—we feel more like "letting the dead dog lie." The year's business conditions were entirely beyond our control. None of us can consider that poor judgment on our part was responsible for those conditions, and, therefore, we have nothing to blame ourselves for. However, we are pleased to see that at the present time there is a reasonable demand for cooperage, that the supply has been sufficiently curtailed to make a living profit obtainable, and, therefore, we feel that it is in keeping with the season to merely "take tarts when tarts are passed," without worrying too much about the future.

Although frosts and low-priced apples interfered with the fruit business of this year to a great extent, the apple barrel makers are quite optimistic about conditions for 1923, and from this source comes a part of our present cooperage demands. The promiscuous users of barrels seem to be developing business which a few months ago appeared to be dead, and this is responsible for another part of the present cooperage demand. Then, too, while barreled flour in the East is something that we know little about, sugar, cement and lime have been swinging more toward the barrel as a package, and some business is coming from that source, so, taking it all together, we are, as has been said, closing up the cooperage year in pretty good shape, and, as we have intimated, a Merry Christmas is assured and a happy and prosperous New Year is anticipated.

CO-OPERATIVE ADVICE ON EXPORT PROBLEMS OFFERED BY EXPERTS

The organization of a Trade Adviser Service to act throughout the year as a medium for the interchange of experience on foreign trade problems was announced today by the National Foreign Trade Council, India House, New York.

"This service," says O. K. Davis, secretary of the Council, "is intended to provide foreign traders with a confidential answer to those intimate, personal, or unusual problems which can not be handled in a satisfactory manner through existing Governmental or private agencies. It will be of very practical assistance to foreign traders in improving the technique of export organization, sales methods, foreign advertising, commercial credits, traffic management and other similar practical matters.

"More than a hundred leading foreign trade executives from all parts of the United States, and many lines of industry have agreed to co-operate in this work, and to draw upon their own successful experience in order to help other foreign traders solve their problems.

RECORD STAVE SAW ORDER

Forty-nine Cylinder Stave Saws in a single order has been received by The Peter Gerlach Co., of Cleveland.

This is believed to be the largest order ever placed with an American manufacturer for Stave Saws.

Delivery must be completed before June 1, 1923.

"The Trade Adviser Service of the Foreign Trade Council will enable the manufacturer entering the export field to obtain invaluable advice from those of more mature experience. It will also provide the experienced manufacturer with an opportunity to check up his policies and methods with those of others equally, or perhaps, even more experienced in the same field.

"This advisory service is rendered without obligation to the inquirer and without remuneration to the adviser, solely with the bigger and broader point in view of assisting in the development of American foreign trade.

"To secure the benefits of this service, the inquirer should submit his problem in writing to the trade adviser secretary of the National Foreign Trade Council, 1 Hanover Square, New York, giving sufficient details and background to enable the advisers to visualize the problem in full. The inquiry will then be considered from all angles, and the reply will contain a digest of the advice of some of the best brains in American foreign trade."

The general chairman of the Trade Adviser Service is E. P. Thomas, president, N. S. Steel Products Co. A. E. Ashburner, American Multigraph Sales Co., is vice-chairman; and C. J. Warren, Remington Typewriter Co., is executive chairman.

The personnel of this service includes representative foreign traders in all parts of the United States, from such firms as the American Tool Works, National Cash Register Co., California Packing Corp., Eastman Kodak Co., Hupp Motor Car Co., U. S. Rubber Export Co., Henry Disston & Sons, Western Wholesale Drug Co., Lawrence & Co., Sherwin-Williams Co., International Harvester Co., Waltham Watch Co., W. H. Knox & Co., Pillsbury Flour Mills Co., Barber Asphalt Co., H. Lindenberg Mfy., Oregon Export-Import Co., American Pitch Pine Export Co., Brown Shoe Co., Pfister & Vogel Leather Co. and Carter's Ink Co.

WANTS IN COOPERAGE LINES

A. Tucker, 10704 Pasadena Avenue, Cleveland, Ohio, is in the market for 15, 17 and 20-gallon kegs of any description.

P. E. Lee, Lee, Maine, is looking into the manufacture of ash hoops and wishes to hear from machinery manufacturers.

George D. Taylor & Sons Co., St. Paul, Minn., is in the market for elm hoops and head liners; also softwood headings.

National Spring Clip Co., Montpelier, Vt., manufacturers of spring clothes pins, is in the market for barrel heading and hoops.

Toledo Barrel & Bag Co., Toledo, Ohio, is in the market for double and single head tar barrels in carload quantities or less.

Hall Manufacturing Co., Cambridge, Mass., is in the market for a second-hand, corrugated joint-fastener driving machine; also a crate tenoner.

Michigan Cooperage Co., Inc., 2750 Scotten Avenue, Detroit, Mich., is in the market at all times for all kinds of second-hand tight barrels and kegs.

George H. Dean, 1973 Elwood Avenue, Norwood, R. I., is in the market for wood buckets suitable for well curb. Mr. Dean buys in 100-bucket lots.

Louisville Cooperage Co., Louisville, Ky., is in the market for a second-hand keg hooper, keg riveter, keg lathe and keg crozier. Oram make of machines preferred.

Potters' Barrel Company, Milliron Bldg., East Liverpool, Ohio, is in the market for ten cars of tierces and casks from 22-inch to 38-inch, uncoopered, single or dropped head, as well as all kinds of slack barrels.

Quotations c. i. f., Argentina port, requested on oak wine casks. Agency desired. Further details from Bureau of Foreign and Domestic Commerce, Washington, D. C., or branch offices, by referring to Opportunity No. 3904.

Purchase of first quality oak staves is desired for New Zealand. Quotations c. i. f., New Zealand port. Terms, cash against documents. Further particulars from Bureau of Foreign and Domestic Commerce, Washington, D. C., or branch offices, by referring to Opportunity No. 3902.

WANTS ELM HOOPS AND HEAD LINERS

GEO. D. TAYLOR & SONS CO., ST. PAUL, MINN.—The outlook for trade in this section is very good. We are in the market for elm hoops and head liners at all times. Also soft wood lumber suitable for heading.

FRED T. MEARS ASSOCIATES WITH NATIONAL MANUFACTURING CO.

Advice received from Walter C. Hartman, president of the National Manufacturing Company, the "Best Stock" manufacturers of Detroit, Mich., is to the effect that Fred T. Mears, of Onancock, Va., has been added to the National's sales force.

Mr. Mears is an experienced cooperage man, having manufactured barrels for many years, and is fully competent to handle the business of all those customers of the National Manufacturing Company who are located in the territory alloted to him to cover.

Mr. Mears' territory will be among the Eastern customers of the National, while A. W. Higgs, the company's veteran salesman, will continue to work New York State and part of the New England States, as he has been doing so satisfactorily during the past twelve years. Mr. Higgs and his automobile is the most familiar sight and a most welcome visitor among slack cooperage stock users throughout the sections which he covers.

Mr. Mears, in his association with the National Manufacturing Company, lines up with a sales force that does things, and there is no doubt that he will more than hold his own in the results he will achieve, both for himself and the company he represents.

OUTLOOK FOR HOOP TRADE ENCOURAGING, SAYS O. L. BARTLETT

O. L. BARTLETT, MOUND CITY, ILL.—Trade during the latter part of 1922 has been quite satisfactory in our coiled hoop department as well as in other lines of our wood products, and, if present prospects hold, we anticipate a good run of business for the coming year.

Wooden Barrel the Accepted Container in Turpentine Trade. Recognized as the Standard Container in Naval Stores Industry

The Bureau of Chemistry of the United States Department of Agriculture, in its recent report on the scope and activities of the turpentine and rosin trade, furnishes a mass of informative data that should be of unusual interest to the cooperage manufacturers, inasmuch as it reveals the naval stores industry as one of the largest consumers of barrels among the stable industrial lines of the country.

The bureau's survey, which sets forth conditions and production figures in close detail, gives a comprehensive word picture of the manufacture and marketing of turpentine and rosin, and a summary or digest of it compels the conclusion that this trade furnishes one of the most important markets for tight barrels that our industry enjoys. When it is realized that the annual production of turpentine averages around one-half million 50-gallon barrels, and the yearly output of rosin approximates one and one-half million 500-pound casks, and that the vast bulk of these enormous totals is marketed in wood, the value of the continued patronage of the naval stores manufacturers can be appreciated.

The manufacture of turpentine and rosin is essentially a southern industry, as it is only in that section of the country that the Southern longleaf yellow pine, the tree that yields the gum from which these commodities are extracted, is found in the large stands that are necessary to make commercial production possible. There was a time, some sixty or seventy years ago, that the turpentine producing area was confined to the Carolinas, but with the expansion of the industry the center of production shifted south to the immense pine forests of Florida, Georgia, Louisiana, Alabama, Mississippi and Texas. Of the present total output of turpentine, Florida furnishes about 37 per cent., Georgia about 19 per cent., Louisiana about 15 per cent., Alabama about 12 per cent., Mississippi about 9 per cent., Texas about 7 per cent., and North and South Carolina about 1 per cent. While more than 90 per cent. of the turpentine produced is extracted from the resinous gum yielded by the longleaf yellow pine tree, there is also a considerable quantity—something less than 10 per cent. of the total volume—that is manufactured by a process of distillation of resinous woods and stumps. This latter process is growing in popularity and scope yearly, and is destined to become a very important factor in the trade.

The principal use of turpentine is for the thinning of paints and varnishes, approximately 85 per cent. of this country's consumption being employed for this purpose. About 45 per cent. is used by the manufacturers of these products, and the other 40 per cent. by painters in mixing and thinning paints at the time of application. Some 5 per cent. of the domestic consumption is used for medicinal purposes, and about 3 per cent. used in the manufacture of shoe polishes, floor polishes, leather dressings, etc., where it acts as a solvent for the waxes from which such preparations are made. Turpentine is also used in the rubber industry as a solvent and as raw material for the production of isoprene, from which artificial or synthetic rubber is made; in the manufacture of calico and other print goods, and in the manufacture of printing ink, fireworks and many other things.

Commenting on the marketing methods pursued by turpentine and rosin makers, the report states that practically all of the turpentine produced in South Carolina, Georgia and eastern and southern Florida, as well as the larger part of that which comes from western Florida and Alabama, is shipped from the stills to the primary markets at the southern Atlantic and eastern Gulf ports, namely, Savannah, Brunswick, Jacksonville, Pensacola and Mobile, in wooden barrels holding from 50 to 52 gallons. The greater portion of the turpentine shipped from the Atlantic ports to the consuming centers in the North and East, both coastwise and by rail, and practically all of the exported turpentine, is also shipped in barrels. Steel drums are used only to a slight extent in either domestic or foreign shipments. Some of the larger producers located in Alabama and western Florida and the more westerly producing States store their turpentine in large iron tanks, and ship in tank cars holding from 5,000 to 10,000 gallons as they receive orders for the material.

Barrels are better adapted to the use of the small producer or dealer than tank cars, and offer the shipper the further advantage of the lower freight rates charged for transportation by water. They have, however, the disadvantage of increasing the chances for loss by leakage and breakage, and the consequent charges for transferring the contents to tight, sound barrels.

Packing Turpentine

As turpentine will readily penetrate through the staves of an ordinary wooden barrel, it is necessary to coat the inner surface of the barrel with ordinary glue, which is insoluble in turpentine but readily soluble in water. Turpentine soon leaks out from a barrel that has been carelessly or improperly glued, as well as from one containing any water, regardless of how well the glue was prepared or applied. Consequently, great care must be taken in preparing the glue and applying it to the barrel, and finally, also, in so filling the barrel with turpentine that no water gets into it.

Inspection and Grading at the Primary Markets

On arrival at the primary market and before being put into storage each barrel of turpentine is opened and inspected to determine the grade (color), purity, absence of water and volume of contents.

The grade of turpentine is determined chiefly by the color, which varies from almost colorless to a decided yellow, depending on the age of the gum from which the turpentine was made, the season of the year when the gum was collected, the care shown in its distillation, its age, and the amount of exposure to light or air undergone after distillation.

Four merchantable grades of turpentine, known as "water white," "standard," "one shade off," and "two shades off," are recognized on the primary naval stores markets. "Standard" is the basis for price quotations. Turpentine which grades one shade off or two shades off is accepted by buyers only at a discount, and when purchased by the large dealers is usually mixed with enough water-white turpentine to bring the color up to standard. Turpentine which has a color deeper than two shades off, as defined hereafter, is not merchantable under the naval stores market rules.

Gauging Capacity of Barrels

The capacity of a barrel of turpentine is determined by measuring with a gauge rod the distance from a point on either chime inside to the middle of the opposite side of the barrel, i. e., the middle of the inner side of the bung-hole. A gauge hook is used to indicate on the gauge rod the center of the inner side of the hole. The gauge rod is marked to show directly the capacity of the barrel in gallons, the average of the readings from both ends being taken as the capacity of the barrel. A symbol designating the capacity of the barrel is inscribed or cut on a stave near the bung-hole. Turpentine barrels hold from 50 to 53 gallons. All barrels offered for sale are packed to contain 1 gallon less than the full capacity, and this is called the "net gauge" of the barrel. The surface of the turpentine in a barrel so filled is 1½ inches down from the inner side of the bung-hole. This "outage," as it is termed, allows for expansion of the turpentine if the temperature should rise.

After the capacity of the barrel has been determined, the inspector measures the outage with an outage stick, which is also marked to read directly in gallons. If the outage stick shows an outage of 1 gallon, i. e., 1½ inches from the surface of the turpentine to the inside of the bung-hole, the barrel is passed as in condition for sale, provided the color of the turpentine is "standard" or better, no water is present, and no indication of adulteration or leakage is shown, and the shipper is credited with the quantity of turpentine equivalent to the net gauge, i. e., the gross gauge or capacity less 1 gallon.

Whenever the outage rod shows more or less than one gallon out, the quantity lacking or over is marked in chalk on the barrel. When the entire lot of barrels have been thus gauged, those showing an outage of more than one gallon are packed so that they will be just one gallon out, and the quantity of turpentine required is charged to the shipper at the prevailing price. He receives payment for the gross or full gauge of his barrels less one gallon out for each barrel, which is the net gauge for each barrel, and is charged for the quantity required to pack to the net gauge any barrel showing an outage of more than one gallon. If any of his barrels contain more than the net gauge, he is credited with that quantity of "overs."

Leakage Carefully Watched

Whenever a barrel containing turpentine shows signs of leaking, or has any defects, such as a broken stave, it is necessary for the inspector to "turn" the turpentine into a sound, tight barrel. Neither the dealer nor the transportation company will accept turpentine in a defective or leaky barrel. If the barrel is sound and is leaking only, the seller pays merely to have the barrel turned, which is really the cost of re-gluing the barrel. If, however, there is a broken stave, the charges cover the time and service of a cooper to replace the broken stave, in addition to the re-gluing of the repaired barrel.

Naval Stores Industry Splendid Market for Cooperage

In view of the satisfactory performance of the high-grade tight wooden barrel as a container for turpentine, and of the rough, sturdy wooden cask as a package for rosin, the continuance of the popularity of these two products of the cooperage industry seems assured in the naval stores field. Long years of delivering the goods in marketable condition and with the minimum of loss and damage has proved their eminent utility in these lines, and no other style of package has yet appeared that can challenge their superiority in this trade. With an average yearly production of around 500,000 barrels of turpentine and approximately 1,500,000 casks of rosin, which annual production has been maintained with remarkable consistency for the past twelve years, the naval stores industry furnishes a market for cooperage and cooperage stock which is well worthy of the careful cultivation and the intensive exploitation of the manufactures of the particular type of wooden containers which it uses.

EXPORT OF TIGHT STAVES AND SHOOKS

Exports of tight cooperage shooks decreased from $220,954 in September to $154,909 in October, while slack shooks increased from $3,514 to $6,519. Heading showed an increase of 45,570 sets, but a decrease in value of $2,536 from September figures. Shipments of barrels, casks and hogsheads, empty, were valued at $185,330, as compared with $170,459 in September and $209,104 in August.

Tight staves decreased in both quantity and value, numbering 1,116,831 staves, valued at $132,938. Slack staves, however, doubled in number but decreased in value. October exports were 3,313,116 staves, valued at $65,998. The British West Indies were the principal importers, taking during the month 2,007,310 staves, while during September exports to these islands were nil. Canada ranked second, taking, however, less than during the previous month, while exports to France decreased to one-third the amount taken during September. Shipments to Canada and France in October were, respectively, 1,264,177 and 280,692 staves. Exports of box shooks doubled in amount during October and were only 1,000,000 feet less than during August, which was the record month of the year.

WESTERN COOPERAGE CO. WILL BUILD ADDITION TO PORTLAND PLANT

De Young & Roald are now preparing plans for a $35,000 addition to the plant of the Western Cooperage Company, Portland, Oregon, for use as a warehouse. The addition will be one story in height and will cover a ground space of 200 by 400 feet. It will be of frame construction, with corrugated iron sides and roof. Construction work will start immediately.

WILL CONCENTRATE COOPERAGE BUSINESS AT BROOKLYN PLANT

Toperosky & Maslow, dealers in barrels, casks and kegs, recently mailed to the trade the following announcement:

"Our rapidly increasing business makes it necessary for us to discontinue our New York office and plant at 831 Greenwich Street and confine all our activities to our enlarged main offices and storage yards at 72 Ninth Street and 429 Third Avenue, Brooklyn, N. Y. Telephone, South 7679.

This change will enable the members of the firm to be constantly in touch with all matters, and in this way our customers are assured of most efficient service. There will be no interruption of business occasioned by this change and our customers in Manhattan will be carried over on the books of our main office."

BARGAINS

are not determined by price. Extra service rendered, or extra quality, as well as price, may create a bargain.

We offer you bargains and will appreciate your inquiries.

Remember, we have

Tight Cooperage Stock

Slack Cooperage Stock

and Machinery

J. C. PENNOYER CO.

8 So. Dearborn Street

CHICAGO, ILL.

BRANCHES:

NEW YORK, N. Y. WINCHESTER, KY.

MEMPHIS, TENN. GASSAWAY, W. VA.

CHOICE timber, modern manufacturing facilities, long experience as producers and an intimate knowledge of the requirements of users of

Barrel Staves, Hoops, Heading

enable us to serve buyers in a manner that insures dealings of the most satisfactory character.

Try us on your next order whether for straight, mixed or matched shipment.

The Gideon-Anderson Company

Manufacturers Since 1900

General Sales Offices

Second and Angelica Streets, ST. LOUIS

ASSOCIATED COOPERAGE INDUSTRIES

When you place an order

for cooperage material you naturally prefer to give it in the confidence that your business is appreciated and that you will receive dependable goods in exchange for your dollars.

We pledge our word

that your orders for either tight or slack cooperage stock will receive a warm welcome in our office and that we will exercise the most exacting precaution to insure that the goods delivered will give entire satisfaction.

THAT IS PART OF OUR BUSINESS POLICY

The Paragon Cooperage Co.

TIGHT AND SLACK COOPERAGE STOCK

Fort Wayne Indiana

SERVICE

The kind that functions without any petty annoyances and irritations, that is courteous, helpful and efficient, and that is pledged to the perfect satisfaction of our patrons---that is "HENNING" service.

We offer you

the facilities of this service in the purchase of

Tight Cooperage Stock

STAVES HEADING

Slack Cooperage Stock

STAVES HOOPS HEADING

Ice Cream Tub Stock

STAVES BOTTOMS

Cooperage Machinery

TIGHT SLACK

NEW OR USED

E. HENNING

INCORPORATED

431 So. Dearborn St. Chicago, Ill.

IF IT IS ORAM'S IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

AND FOR MAKING IT FOR THE USERS

"THE OLD RELIABLE" WOOD BARRELS

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE

NEARLY FIFTY YEARS of "Knowing How"

ESTABLISHED 1872
INCORPORATED 1914

HEADING PLANER

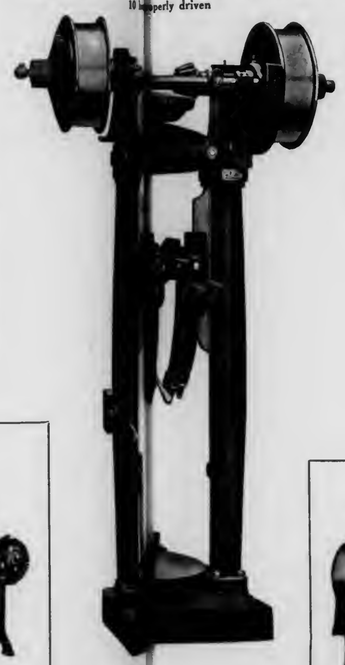
USE OUR STEEL Truss Hoops "MADE RIGHT"

WINDLASS

"ORAM" STANDUP DRIVING MACHINE

SIMPLE—DURABLE

Capacity—As fast as operator can handle 600 to 1,000 pkgs. per day of 10 hoops properly driven

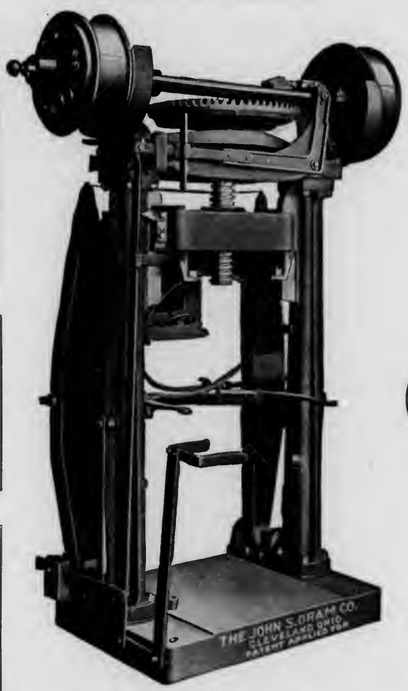


STAVE JOINTER

USE OUR STEEL Truss Hoops "MADE RIGHT"

BARREL LATHE

NEW "ECONOMY" (PATENTED) HEADING-UP MACHINE



105 PAGE CATALOGUE
No. 22—New Issue

"Always the Best"

ASK ANYBODY

THE JOHN S. ORAM CO.

STAVE, HEADING AND BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

TIGHT BINDING TEXT CUT OFF

BONE DRY BONE DRY BONE DRY

Interstate Commerce Commission Issues Revised Regulations for the Transportation of Explosives and Other Dangerous Articles.

New Rules Effective January 1, 1923

The revised regulations for the transportation of explosives and other dangerous articles, effective January 1, 1923, have just been issued by the Interstate Commerce Commission and are ready for public distribution. Copies of the regulations, which cover the transportation by freight, express, or as baggage, of the entire range of commodities that are regarded as more or less dangerous, and which comprise a document of some 424 pages, in which the subjects of packing, marking, loading, and otherwise handling unsafe articles of commerce are treated in a minutely exhaustive manner, can be secured from the Superintendent of Public Documents, Government Printing Office, Washington, D. C., at the nominal cost of 35 cents.

Besides setting forth a comprehensive list of the principal dangerous commodities coming under the scope of the regulations, the document contains specifications covering materials and construction of the containers that may be used in their transportation. Specifications numbers 9, 10 and 11, which govern wooden barrels used in this traffic, are as follows:

SHIPPING CONTAINER SPECIFICATION NO. 9

Wooden Barrels and Kegs (Tight)

For provisions and restrictions governing the use of these containers, see packing requirements in Freight Regulations.
Revised January 1, 1923.

MATERIAL

1. Material from which the barrel, half barrel, or keg is constructed must be white oak of good quality, thoroughly kiln-dried. It must be free from seed holes and rotten sap.

THICKNESS OF STAVES AND HEADS

2. The staves and heads must be as follows:

(*a*) For barrels (capacity over 32 gallons and not over 55 gallons), the staves in the finished barrel must be not less than ¾ inch in thickness. The heads must be not less than 1 inch thick in the finished barrel.

(*b*) For half barrels and kegs (capacity 18 gallons and not over 32 gallons), the staves and heads must be not less than ⅝ inch in thickness in the finished container.

(*c*) For kegs (capacity 5 gallons and not over 18 gallons), the staves and heads must not be less than ⅝ inch in thickness in the finished keg.

(*d*) For kegs (capacity under 5 gallons), the staves and heads must not be less than ½ inch in thickness in the finished keg.

HOOPS

3. The hoops must be made of hoop iron and must be not less in number nor smaller in size than the following:

For barrels (capacity over 32 gallons and not over 55 gallons), six hoops:
Head hoops, 1¾ inches by 16 gauge.
Quarter hoops, 1½ inches by 18 gauge.
Bilge hoops, 1¾ inches by 17 gauge.
For half barrels and kegs (capacity over 18 gallons and not over 32 gallons), six hoops:
Head hoops, 1½ inches by 19 gauge.
Other hoops, 1¼ inches by 19 gauge.
For kegs (capacity over 5 gallons and not over 18 gallons), six hoops:
Head hoops, 1¼ inches by 19 gauge.
Other hoops, 1⅛ inches by 19 gauge.
For kegs (capacity not over 5 gallons), four hoops:
Head hoops, 1 inch by 20 gauge.
Other hoops, ⅞ inch by 21 gauge.

INTERIOR COATING

4. The barrels, half barrels, and kegs must be coated on the inside with glue, asphaltum, or other coating suitable to prevention of leakage of the contents. When glued, there must be used at least two coats of good commercial glue so as to insure a uniform covering of the inside surface and averaging in total at least one-half pound to each barrel, and for half barrels and kegs an amount proportional to their inside surfaces.

OPENINGS

5. Bung-holes and other openings must be provided with secure closing devices that will not permit leakage through them. Compressed tapered wooden bungs must be covered with a suitable coating and must have a driving fit into a tapered hole. They should be soaked in hot water or hot glue for about one minute before driving into the bung-hole.

MANUFACTURE

6. The method of manufacture and the materials used must be well adapted to producing a uniform product.

BARRELS USED MORE THAN ONCE

7. Barrels, half barrels, and kegs which have been used at least once must be thoroughly recoopered when necessary, and must be reglued with at least one coat of glue before each refilling. Badly bulged or warped heads must be replaced.

MARKING

8. These barrels, half barrels, and kegs, must be plainly marked with a symbol as follows:

ICC—9

The letters and figure in this symbol must be at least ½ inch high.

This symbol shall be understood to certify that the package complies with all the requirements of this specification.

When offered for shipment the package must also bear such other description as may be required by these regulations for the particular article contained therein.

SHIPPING CONTAINER SPECIFICATION NO. 10

Wooden Barrels and Kegs (Tight)

For provisions and restrictions governing the use of these containers, see packing requirements in Freight Regulations.
Revised January 1, 1923.

MATERIAL

1. Material from which the barrel, half barrel, or keg is constructed must be oak, or other suitable hardwood, thoroughly kiln-dried; provided that kegs of a capacity not greater than 18 gallons may be constructed of soft wood if the thickness of staves and heads is one-eighth of an inch greater than that required for the oak kegs.

THICKNESS OF STAVES AND HEADS

2. The staves and heads must be not less than the following thickness when the barrel, half barrel, or keg is finished:

For barrels (capacity over 32 gallons and not over 55 gallons), ⅞ inch.
For half barrels and kegs (capacity over 18 gallons and not over 32 gallons), ¾ inch.
For kegs (capacity 5 gallons and not over 18 gallons), ⅝ inch.
For kegs (capacity under 5 gallons), ½ inch.

HOOPS

3. The hoops must be made of hoop iron and must be not less in number nor smaller in size than the following:

For barrels (capacity over 32 gallons and not over 55 gallons), six hoops:
Head hoops, 1¼ inches by 17 gauge.
Quarter hoops, 1⅜ inches by 17 gauge.
Bilge hoops, 1¼ inches by 17 gauge.
For half barrels and kegs (capacity over 18 gallons and not over 32 gallons), six hoops:
Head hoops, 1½ inches by 19 gauge.
Other hoops, 1¼ inches by 19 gauge.
For kegs (capacity over 5 gallons and not over 18 gallons), six hoops:
Head hoops, 1¼ inches by 19 gauge.
Other hoops, 1⅛ inches by 19 gauge.
For kegs (capacity not over 5 gallons), four hoops:
Head hoops, 1 inch by 20 gauge.
Other hoops, ⅞ inch by 21 gauge.

The provisions of Specification No. 10 covering the items of "Openings," "Manufacture" and "Containers used more than once," are identical with those covering the same items of Specification No. 9. The provision for marking is also the same, excepting that ICC-10 is used instead of ICC-9.

SHIPPING CONTAINER SPECIFICATION NO. 11

Wooden Barrels and Kegs (Slack)

For provisions and restrictions governing the use of these containers, see packing requirements in Freight and Express Regulations.
Revised January 1, 1923.

TYPE

1. The barrels, half barrels, and kegs may be either "tight" or "slack."

"Tight" barrels, half barrels, and kegs of the types prescribed in specifications Nos. 9 and 10 may be used, and in this case they would not have to be glued; but they must be headed up in the usual manner before shipment.

CLASSIFICATION

2. "Slack" barrels, half barrels, and kegs are divided into classes limited both as to capacity and weight of contents as follows:

Class A.—Capacity not over 10 gallons, and to contain not over 100 pounds net weight.

Class B.—Capacity not more than 17 gallons, and to contain not over 150 pounds net weight.

Class C.—Capacity not more than 25 gallons, and to contain not over 200 pounds net weight.

Class D.—Capacity not more than 35 gallons, and to contain not over 400 pounds net weight.

Class E.—Capacity not more than 45 gallons, and to contain not over 600 pounds net weight.

Class F.—Capacity not more than 55 gallons, and to contain not over 750 pounds net weight.

MATERIAL

3. The material from which the barrels, half barrels, and kegs are constructed must be of good hardwood (except when specifically provided otherwise), thoroughly kiln-dried, and must be free from knots.

STAVES

4. The staves must be not less than the following thickness:

Hardwood

Classes A, B and C.—Six staves to 2 inches (cut or sawed).
Classes D and E.—⅜ inch each (cut) or five staves to 1⅞ inches (sawed).
Class F.—⅞ inch.

Softwood

Classes A and B.—⅞ inch.
Classes C, D, E and F.—Softwood not allowed.

HEADS

5. The heads must be not less than the following thickness:

Oak, beech, maple, and red gum, ⅞ inch for all classes.

Basswood, cottonwood, tupelo gum, and other similar woods, ½ inch for all classes.

Softwood, ⅞ inch for classes A and B. Softwood not allowed for heads of classes C, D, E and F.

The heads of classes D, E and F must be cleated or battened across the cants with cleats not less than 4 inches by ½ inch.

HOOPS

6. The hoops shall not be less in number than the following:

Wooden hoops:
Six hoops for classes A and B.
Eight hoops for classes C and D.
Twelve hoops for classes E and F.
Steel hoops:
Four hoops for classes A, B, C and D.
Six hoops for classes E and F.

The hoops shall not be smaller in size than the following:

Wooden hoops:
Thickness ⅞ to ⅞ inch and width 1⅜ inches, inside measurement, for all classes.
Steel hoops:
For Classes A and B—
Head hoops, 1⅜ inches by 23 gauge.
Bilge hoops, 1⅜ inches by 23 gauge.
For classes C and D—
Head hoops, 1⅝ inches by 21 gauge.
Bilge hoops, 1⅜ inches by 23 gauge.
For classes E and F—
Head hoops, 1⅝ inches by 21 gauge.
Bilge hoops, 1⅜ inches by 23 gauge.
Quarter hoops, 1⅜ inches by 23 gauge.
Gauge mentioned refers to United States Standard.

7. If desired, half of the wooden hoops may be replaced by steel wire hoops, the wire to be directly under the wooden hoops (between the hoop and the bilge) and to be not less than No. 11 gauge for classes A, B, C and D, and not less than No. 9 gauge for classes E and F.

8. If desired, the standard wooden hoops may be replaced by oval bark hoops (so-called "half-round"), three circumferences of which will be required to take the place of one standard hoop.

9. If the Brainerd steel hoop is used, the rolled edge shall be included in measuring the width of the hoops.

10. All steel hoops must be nailed or bradded in place, except wire hoops, which must be stapled, and all wooden hoops must be nailed or stapled in place, with at least 4 nails, brads or staples in classes A, B, C and D, and 6 nails, brads, or staples in classes E and F.

11. The ends of wooden hoops must be joined together with at least one staple clinched on the inside and with at least two additional nails or staples clinched on the inside.

HEADING

12. Both heads must be headed up in the usual manner before shipment and must not be closed by gunny sacking, boarding, or other like methods.

The heads must fit into a croze or notch in the staves, and in addition there must be an outer lining hoop to hold the heads in place. These lining hoops must extend entirely around the inside of the chime and must be held in place by nails at intervals of about 5 inches.

MANUFACTURE

13. The method of manufacture and the materials used must be well adapted to producing a uniform product. The staves and heads must be well fitted together and the complete package must be sufficiently tight to prevent the escape of any of the contents under ordinary conditions of transportation, and if necessary must be lined to secure tightness.

The finished package must be of the grade known generally in the trade as No. 1 grade.

LINING

14. Paper bags required by the regulations to be used as inner containers for articles in these barrels or kegs must be made as follows:

15. The paper must be crimped or crêped parallel to the axis of the bag. The crimping must be such that the crimped paper will stretch at least 25 per cent. of the original length without tearing.

16. The crimped paper must have a tensile strength not less than 32 pounds parallel to the crimp and not less than 28 pounds across the crimp; these tests to be made on strips 3 inches long and 1 inch wide.

17. The crimped paper must be impervious to water at a temperature of 80° F.; tests of imperviousness to be made by folding the paper into cones as for filtering purposes. The cones are filled with water at 80° F. to a depth of 2 inches: no water must come through the cone during a period of 24 hours.

18. The bags must be made with seams turned over not less than ¾ inch. The seams must be stitched midway between the inner and outer edges. The length of the stitches must not exceed ½ inch.

19. The bags must be of sufficient diameter to fit sides of keg without stretching.

The bags must be of sufficient length so that when placed in keg and filled to capacity of keg, and the end of bag closed by tying, there will be not less than 3 inches length above the tie.

20. Double bags of lighter paper may be used if the total strength of the two bags is equal to the minimum requirements of paragraph 16. The paper of each of the lighter bags must fill other requirements of paragraphs 15, 17, 18 and 19.

CONTAINERS USED MORE THAN ONCE

21. Barrels, half barrels, and kegs which have been used at least once must be thoroughly recoopered when necessary before using again.

MARKING

22. These barrels, half barrels, and kegs must be plainly marked with a symbol as follows:

ICC—11

The letters and figures in this symbol must be at least ½ inch high.

This symbol shall be understood to certify that the package complies with all requirements of this specification.

When offered for shipment the package must also bear such other description as may be required by these regulations for the particular article contained therein.

NEW BARREL FACTORY AT AUBURN, N. Y.

George A. Cady & Son have started operations in a barrel factory which they have opened in Auburn, New York. The greater part of the production of the new plant is already contracted for by the Columbia Rope Company, who use cooperage in the delivery of their goods. However, a general line of barrels will be manufactured and offered in the market.

APROPOS OF WOODEN BARRELS FOR THE SOUTH AFRICAN INDUSTRIAL ALCOHOL TRADE

The clipping which Mr. Davidson, of Durban, South Africa, enclosed in his recent letter to the JOURNAL in requesting sample shooks from American cooperage manufacturers that he might interest the industrial alcohol trade in the use of the wooden barrel, and which was inadvertently omitted from the December issue, was the following:

Alcohol Fuel

"Johannesburg, South Africa, Sept. 2.—The 'Rand Daily Mail,' which for some time past has been agitating for a substantial reduction in the price of petrol in South Africa, now publishes a special article on the subject by Mr. W. G. Kemp, who says, *inter alia*: 'Today, unfortunately, South Africa is the victim of petrol combines, who strangely enough can convey motor spirit from Sumatra, Mexico and the U. S. A. to England and retail it at 2s. per gallon, while South Africa, which is much nearer one source of supply, must pay double that price.'

"Mr. Kemp suggests that the Government should immediately appoint a research committee, to comprise the following: A fully-qualified and experienced research chemist, a professor of mechanical engineering, a member of the South African Society of Motor Traders, a member of the Transvaal Automobile Club, a member of the Royal Automobile Club, Capetown, and the chairman and secretary to be appointed by Government. This commission should investigate and submit full report within a period of three months, if possible, but not later than six months, upon the following: (1) The latent possibilities for the production of from 12 to 20 million gallons of alcohol fuel per annum from raw materials produced in South Africa, (a) by the increased cultivation of maize, sweet potatoes or any other vegetable that yields prolifically and can be produced economically; also the additional acreage that would have to be placed under cultivation, approximate yield in gallons of fuel per acre; ascertain the best price from an investigation of the cost of production that could be offered per bag for low-grade and rejected mealies at grain elevators, and if it is practicable and profitable to utilize them for production of alcohol fuel. (b) Ascertain the cost of production of mealies under the present cost of cultivation, percentage of profit to the producer, yield per bag of alcoholic fuel, and amount to be realized by utilization of by-products. (c) Submit recommendations for the cultivation of indigenous flora suitable for economical production of motor fuel. (d) Investigate the possibilities of the cultivation of exotic flora under South African conditions for a similar purpose.

"(2) Investigate the possibilities and ascertain the total acreage of prickly pear lands available for the production of alcohol fuel, yield per acre, and cost of production from this source.

"(3) Obtain information from every available source regarding uncultivated plants that would be suitable for the production of fuel, (a) in their natural state, (b) if cultivated.

"(4) To conduct the fullest possible inquiry into claims made for various petrol substitutes now on the market in this country: (a) in collaboration with the Government Research Department to decide upon a formula for the manufacture of alcohol fuel from raw materials produced in South Africa, and acceptable to the Excise Department; (b) to adopt a standard color for power alcohol.

"(5) To consider and report upon that, provided each manufacturing concern produces a minimum output of two million gallons of alcohol fuel per annum, to conform to the Government formula, or approved formula, the Government should assist manufacturers as follows: A bounty of 9d per gallon for a period not exceeding two years from a date to be announced in the public press, to be followed at the expiration of that period by a bounty of 6d per gallon for a period not exceeding 18 months, on the expiration of this period a bounty of 3d per gallon, the total period of State aid, to assist in the development of the industry not to exceed five years, after which it should be self-supporting and in a competitive position.

"(6) In the development of a South African alcohol fuel, the wholesale and retail prices shall be fixed by a board of control, in whom shall be vested the fullest powers to investigate and ascertain the cost of production, fix prices and prevent profiteering.

"(7) To investigate and advise whether the Government should assist the industry in its initial stages by special railway rates on raw materials, full drums of fuel and returned empties."

CONDITION OF SUGAR BEETS BELOW AVERAGE

The condition of beets grown for sugar in the United States was estimated, on November 1st, at 84.9 per cent. of normal by the U. S. Department of Agriculture, compared with 85.1 per cent. on October 1st, 85.9 per cent. on November 1st, 1921, and the average condition for the past 10 years on November 1st, of 89.8 per cent.

On the basis of a condition of 84.9 per cent on November 1st, the average yield per acre is estimated at about 8.25 tons and the total production of beets at 5,000,000 tons.

The final harvest may be larger or smaller than this amount, according as conditions developing during the remainder of the season are more or less favorable to the crop than average.

Since the sugar made has been about 12.8 per cent. of the weight of the beets harvested during the last 10 years, the production this year is expected to be approximately 640,000 short tons, compared with 1,020,000 short tons last year. The condition and estimated production of sugar beets by States are shown in the following table:

State	Condition Nov. 1: 10-yr. average *Per Cent*	Condition Nov. 1: 1922 *Per Cent*	Production, 1921, final estimate *Tons*	Production, 1922 forecast from condition Nov. 1 *Tons*
California	87.0	82.0	1,046,000	472,000
Colorado	92.0	83.0	2,279,000	1,467,000
Idaho	90.0	97.0	380,000	280,000
Michigan	86.0	85.0	1,153,000	719,000
Nebraska	93.0	88.0	773,000	476,000
Ohio	87.0	86.0	264,000	224,000
Utah	93.0	84.0	1,152,000	765,000
Wisconsin	88.0	89.0	148,000	89,000
Other States		85.0	587,000	508,000
United States	89.8	84.9	7,782,000	5,000,000

CONDITION OF SUGAR CANE IN LOUISIANA DETERIORATED DURING OCTOBER

Sugar cane in the sugar belt of Louisiana deteriorated 2 per cent. of normal in condition from October 1st to November 1st, the condition on November 1st being 75 per cent. of normal. This percentage of normal is 1.2 per cent of normal below the 10-year average condition on November 1st, and 8 per cent. of normal below the condition on November 1, 1921.

A condition of 75 per cent. on November 1st forecasts an average yield of approximately 15 short tons of cane per acre, and a production of approximately 3,330,000 short tons of cane for sugar, not including cane produced for other purposes.

If the average quantity of sugar per ton of cane is secured from this crop, the total production of cane sugar by the Louisiana factories is expected to be approximately 233,000 short tons. The actual outturn of both cane and sugar will probably be more or less than these figures.

WHY FRUIT AND VEGETABLE COMMISSION MEN ARE BUYING COOPERAGE PLANTS

A recent news item in the Pittsburgh, Pa., *Chronicle-Telegraph*, says:

"Many persons don't understand why Andrea Carabine, New York fruit and produce commission broker, who makes his home in Newburgh, should want the Hyatt cooperage in West Street, which he recently purchased. The truth is, Mr. Carabine could use a cooperage and crate factory of five times the size of the Hyatt establishment in summers that crops are normal. Some might ask: If he is in the commission business, what does he want with a barrel factory? The answer is this:

"Mr. Carabine, after the various fruit crops have blossomed, shoots out among the fruit-growers' districts and makes the growers cash offers for their crops before they are grown. If his offer is acceptable to the grower, Mr. Carabine pays him a deposit on his purchase, which is something seldom done before. He puts his entire trust in the grower to see that the crops, while growing, are properly cared for. He has never been what he terms 'gyped' yet. Andrea Carabine is more of a friend of the farmers he does business with than a cold-blooded commission merchant who is gambling with nature for their crops.

"When farmers have had difficulty in getting barrels or crates for their fruit or vegetables, Andrea Carabine has managed to get them for them. They have gotten so they depend on him to supply them with crates and barrels at the regular market price. This is the reason Mr. Carabine purchased the Hyatt cooperage."

BUDGETING FOR BUSINESS CONTROL

Much has been written recently on the mechanics and machinery of the budget in private enterprise, but little has been said about the spirit behind the budget.

"It is this spirit behind the budget," says E. W. McCullough, manager of the Fabricated Production Department of the Chamber of Commerce of the United States, "which, in the last analysis, will determine whether the forms and procedure of budgetary control shall have meaning and usefulness, or whether they shall mean but another addition to the administrative red tape now cluttering business.

Mr. McCullough deals with this phase of the subject in a bulletin which his department has just issued under the title, "Budgeting for Business Control."

"The first point in a reasonable financial program," says Mr. McCullough, "is to aim for that amount of business within one's resources to handle, which will give a fair return and which is founded upon a conservative view of the real demands of the consumer.

"The second is to strive to make the most of capital resources; establishing a production system; by refraining from plunging into expenditure for new plants and equipment where the old will serve the purpose; by placing collections on a reasonably prompt basis; by having purchases in line with production and sales programs, and by refusing to act as a free warehouseman.

"The third is to regulate current borrowings in such a way that they will be well under control. As the business of a firm expands, the gap between the order and payment date increases, bringing with it a growing need for banking accommodations. These banking requirements are usually granted, for the increase of business is a warrant of the success of the enterprise. New loans are made and old ones renewed and extended, until almost insidiously grows the conviction on the part of the manufacturer that the short term accommodations are a fixed contribution to the capital of his business, and he acts and works upon this assumption. Inevitably, the day comes when the bank finds itself pressed for funds and, in turn, calls on the manufacturer for payment, and since such a demand usually comes at a time of business depression, the manufacturer finds himself unable to liquidate. Then very likely reorganization ensues, resulting at best in the short term funds becoming, upon onerous terms, a part of the funded or long term obligations.

"For all lines, seasonal and non-seasonal, it should be clearly realized that short time obligations are not a permanent contribution to capital, and that manufacturers should hold themselves in readiness to liquidate when required, by at least maintaining a comfortable margin of cash and liquid accounts receivable over current indebtedness. Short term obligations should bear a definite relationship to the capital, or rather to those assets which are properly coverable by short term borrowing, and any unwarranted increase in this ratio should be regarded with alarm. The liquidation of debt ought to go hand in hand with the liquidation of inventories or accounts receivable, and it is a danger signal if a given debt should carry beyond the liquidation of the inventory or other transactions for which it was incurred. The practice of some bankers of requiring a sixty to ninety day liquidation from non-seasonal as well as seasonal lines is a conservative influence and has a salutary effect, even though this requirement may mean only a rotation of loans among other banks.

WORLD TRADE STATUS CONTINUES TO GAIN

Department of Commerce officials are expressing optimistic views regarding world business conditions, as a result of reports showing increased domestic production and distribution and an "improvement in the general outlook abroad."

Domestic production, in at least fifteen basic lines has reached and, in some cases, exceeded the 1920 records, according to the department's survey, while exporting has increased in some lines. Textile exports by this country for the last ten months amounted to $642,000,000, or 21 per cent. of the total outgoing shipments. Foodstuffs, likewise, were sent abroad in increasing quantities, as were meat products.

There was the anticipated seasonal decline, however, in cereals, although comparisons show this to have been less than in many previous years.

GLASS COMPANY WILL ERECT COOPERAGE PLANT

A new cooperage plant will be erected by the Monongah Glass Co., to be run in connection with their glass factory at Fairmont, W. Va.

WOOD-USING INDUSTRIES ARE EXHIBITING A COHESIVE STRENGTH

As a result of the conference of committees representing wood-using industries held at the Drake Hotel, Chicago, Ill., recently, under the auspices of the Association of Wood-using Industries, the organization named accepted an invitation to be represented on the Central Committee on Lumber Standards. President E. E. Parsonage will serve on the Central Committee on Lumber Standards as representing wood-using industries. Mr. Wm. A. Babbitt has been named chairman of the Consulting Committee, which committee is to be composed of men from each of the wood-using industries, whose knowledge of lumber requirements is based upon practical experience.

Each association of wood-users is requested to name a delegate to serve on a committee whose duty will be to study the situation effecting skilled labor in woodworking plants, and to seek such relief at Washington as may be necessary in order to secure for our wood-using plants more skilled labor than is now available.

Lines of research which are projected by the Association of Wood-using Industries indicate a very fertile field for collective action, something which has never been accomplished. A survey is now being conducted by the Forest Products Laboratory on the dimension stock problem, which points the way to real standardization practices. Analysis of steam-bending of wood indicates the great waste taking place in that line of operations through unintelligent practice. Wood finishing research has been launched by the Association of Wood-using Industries in the interest of those lines of manufacture where finishing on wood is an ever increasing problem. A questionnaire form has been prepared for distribution, and the data thus secured, when classified, will direct the research energies in which all can secure benefit through one phase or another. It is the purpose of wood-finishing research to establish classes in wood-finishing, to which manufacturers can send their employes, similar to the kiln drying course which has been so successfully conducted at the Forest Products Laboratory.

The conference of November 15th clearly indicated the need of cohesion of the wood-using industries, and the extent to which there are problems of common experience which can be analyzed through such a medium with distinct benefits to all concerned. Copy of the resolutions enacted by the conference follows:

Resolution No. 1

WHEREAS, The complete and proper utilization of wood would contribute markedly to the conservation of our forest resources and is a responsibility of those who use forest products,

Resolved, That the Association of Wood-using Industries urge all its members to study their requirements with a view to making their practices in fabrication conform to the principle that wood is not to be wasted.

Resolution No. 2

WHEREAS, The industries depending on the products of the forest for their raw materials have a vital interest in the perpetuation of the supply of woodstock,

Resolved, That the Association of Wood-using Industries continue its support of all agencies engaged in furthering forest permanence through forest fire prevention and forest extension.

Resolution No. 3

WHEREAS, Knowledge of wood as a material is not as widespread among its users as is necessary to insure its wise utilization, and

WHEREAS, Information regarding the physical properties of wood and their relation to its utility is obtainable from the technical studies of the Forest Products Laboratory of the U. S. Forest Service,

Resolved, That the Association of Wood-using Industries take appropriate action to show those responsible for appropriations for the Forest Products Laboratory that the continuation of the industrial investigation by the staff at Madison is desired by the fabricators of wood, and necessary to their proper use of material.

Resolution No. 4

WHEREAS, The full utilization of every log is the most effective contribution which the consumers of wood can make to the conservation of forest resources, and

WHEREAS, The appropriate and full use of forest products is, to a considerable extent, influenced by the grading of them, and

WHEREAS, The standardization of forest products has been undertaken as a national project under the sponsorship of the U. S. Department of Agriculture and Commerce, and

WHEREAS, The Association of Wood-using Industries has been invited to participate in the work of the Central Committee on Lumber Standards,

Resolved, That the Association of Wood-using Industries accept the invitation referred to, because no satisfactory standards for forest products can be evolved without an understanding of the consumer's requirements.

Resolution No. 5

WHEREAS, The inadequate supply of skilled woodworkers is a serious obstacle to the development of the wood-working industries of this country and their services to the public,

Resolved, That the Association of Wood-using Industries commend this problem to the careful consideration of its member associations, and that each member interested in this matter be requested to appoint one member of a committee to represent this association in recommending to Congress such changes in the existing immigration law as will promote the immigration of skilled artisans, or take any other desirable action to relieve the situation in accordance with the serious needs of American industry and the real welfare of the American public.

THE W. M. DAVIS STAVE COMPANY PURCHASES TOWING STEAMER

The steamboat "Kinser," regarded as one of the finest towing craft on the Mississippi, has been added to the fleet of the W. M. Davis Stave Company, of Memphis, through a recent purchase. This addition to the river equipment of Willard M. Davis' Memphis plant gives his company towing facilities unsurpassed by any cooperage operation in the country.

GEORGE H. NETZ, BOX 969, MILWAUKEE, WIS.—Business is good, and I am in the market now to receive quotations on 36-inch K D L, and also K D J B gum syrup staves, 20 13-16-inch and 21-inch circled gum heading and ash pork staves and heading.

COOPERAGE COMPANY SUFFERS HEAVY FIRE LOSS

A fire of undetermined origin, on November 30th, swept through the factories of the Sandusky Cooperage & Lumber Co. and the Toledo Steel Tube Co. at Buckeye Street and the Terminal railroad, Toledo, O., causing an estimated loss of $200,000. Both plants were burned to the ground and all material and machinery destroyed.

The flames, fanned by a high wind, threatened to destroy many frame dwellings which bordered the land of the Steel Tube Company on the north. A marsh east of the factories was set afire and burned fiercely toward houses on Buckeye Street. Firemen under the direction of Chiefs Elling and Lawler devoted their efforts to preventing a spread of fire. They had difficulty in getting enough hose, more than 5,000 feet being used to play five streams of water on the blaze.

The fire is thought to have started in the plant of the cooperage concern and spread with great rapidity through the wooden structure. When observed by Ray Burger, a watchman, at about 8 o'clock, the flames had gained much headway and were eating their way through the roof.

Owing to the delay in getting water the American Steel Tube Company, which adjoins the cooperage plant, caught fire. J. H. Canfield, president, 1911 Summit Street, estimated his company's loss at more than $100,000. The brick building was gutted and many thousand dollars' worth of special machinery and valuable tool steel was ruined.

An employe of the Sandusky Cooperage & Lumber Company declared that their loss would reach nearly $100,000, most of which was in stock of materials for making barrels.

When running at capacity approximately 100 men were employed by the burned-out companies.

Both plants carried nominal insurance, it is said.

H. R. Huntington, 2324 Putnam Street, president of the Sandusky Cooperage & Lumber Company, could not be reached at time of reporting, but it is understood that the work of the company will be resumed as soon as a new plant can be put into operation.

STAVE BUSINESS IS VERY SATISFACTORY

THE HOME STAVE CO., COTTON PLANT, ARK.—We have found the stave business very satisfactory for the past year. Prices have been very good, and with the exceptions of the car shortage through September and November, things have been going pretty good with us.

THE WOODEN WARE TRADE

ICE CREAM TIME ALL YEAR

At the convention of the Pennsylvania Ice Cream Manufacturers' Association, held in Pittsburgh, Pa., October 11th, Morris Scheck, of the Scheck Advertising Agency, Philadelphia, urged group advertising in fall, winter and spring, of the value of ice cream as a food. He referred to the fact that, while it may be cold on the streets, it is usually warm in all homes and, therefore, it is really ice cream time all year round.

DRIED WHEY MAY BE PROFITABLE

Dairy by-products are now being used in various new ways as a result of investigations by the United States Department of Agriculture.

Good results have been obtained, particularly in the manufacture of dried whey. From 100 pounds of the whey were obtained 4 pounds of crude sugar and 1½ pounds of dried whey containing about 30 per cent. of albumen. The dried whey was sold to a laboratory making baby food, at a price which resulted in a satisfactory return for the whey.

Dried whey and dried buttermilk are being fed experimentally to laying hens at one of the department farms. In the first half of the 12-month experiment the pen of hens receiving dried whey produced eggs at a rate comparing favorably with results obtained with other kinds of feed.

OUTLOOK FOR TURNED WOOD PRODUCTS VERY GOOD

THE J. B. HELLENBERG CO., INC., G. S. MILHAN, GEN. MGR., COLDWATER, MICH.—We are manufacturers of turned wood products. December business is considerably less than previous months of this year. Outlook very good for 1923.

DEMAND SHOULD BE STRONG DURING NEXT SIX MONTHS

BRYANT MFG. CO., W. H. BRYANT, SPRINGFIELD, O.—Business with us is near normal at this time. Hard to tell what is in the future, but for the coming six months demand should be as strong as now.

LOOKS FOR GOOD HANDLE TRADE DURING 1923

HARTWELL HANDLE COMPANY, HARVEY, ILL.—We believe business will be good during the year 1923; everything points in that direction.

OUTLOOK IS EXCEEDINGLY BRIGHT IN WOODEN WARE LINES

AMERICAN WOODEN WARE CO., MANISTEE, MICH.—Relative to present condition of trade and future outlook, we beg to advise you that we are at present having more active demand for all of our lines of manufacture than we have had at any other time during the past five years at this season. The outlook is exceedingly bright, and, as we reach a great variety of trade, we feel we are justified in making the assertion that business will be more than good next year. As to our machinery requirements, we are considering the installation of electric motors. Beyond that we have no requirements to record at this time.

TRADE IS PICKING UP IN WOODEN WARE LINES

THE WM. CANE & SONS CO., LTD., NEWMARKET, ONT.—We manufacture clothes pins, washboards, pails and tubs for household use, and in addition, jam, candy, lard, spice, pickle, paint, varnish and syrup cans, kits, kegs and pails, and in these lines trade has been very dull, because used as containers, they are not required in the same quantity when shipments are not going out by our customers. At the present time trade is picking up a little, and everything seems to be improving in a substantial way, and with every appearance of being permanent. Freight rates and many other items going into our costs have not gone down, although we have reduced prices anticipating such recessions.

NEW WOODEN WARE PLANT

A new plant for the manufacture of wooden ware products is soon to be erected in Hoquiam, Wash. S. P. Mitchell, of Dayton, Ohio, is interested in organizing a company for this purpose, the site having already been selected for the proposed factory, and plans are being considered.

EXPECT BUSINESS IMPROVEMENT DURING 1923

QUEEN MANUFACTURING CO., W. H. WHITNEY, CHICAGO, ILL.—Business with us was better this year than last. Expect improvement during 1923.

FUTURES BEING BOUGHT READILY

NORTHERN WOOD PRODUCTS CO., GLIDDEN, WIS.—Business, O. K.; labor supply, fair; price tendency, up; futures being bought readily.

HANDLE TRADE IS STEADILY IMPROVING

THE CANFIELD MFG. & WOODEN WARE CO., CANFIELD, OHIO.—Trade has been steadily improving for the past few months and we anticipate a still better showing after the holidays. We are not in need of any machinery at present. We could supply the trade with hammer, sledge and pick handles, also with emigrant rolling pins, jack handles and Boston breast-yokes.

WOODEN WARE MANUFACTURERS WILL ENJOY GOOD BUSINESS DURING 1923

THE SUN MANUFACTURING CO., T. A. MORTON, VICE-PRESIDENT, COLUMBUS, OHIO.—Trade has been very good with us this fall, and at the present time is as good as can be expected for this season, which is naturally dull in our line. The outlook for the future looks good to us, and we believe all will enjoy good business next year.

LADDER TRADE IS GOOD

A. W. FLINT CO., NEW HAVEN, CONN.—"Present business good. Our trade in ladders is just about double what it was last year for November. We think next year is going to be a big year and are preparing for it. If manufacturers will not jump prices too much, business will stay good."

WILL MANUFACTURE WOODEN WARE SPECIALTIES

The Carolina Wooden Ware Manufacturing Company, recently organized in Westminster, S. C., will operate a local factory for a complete line of wooden ware specialties. M. S. Thompson is secretary and treasurer.

ARE RUSHED WITH ORDERS

ACME MANUFACTURING CO., PITTSBURGH, PA.—We are rushed with orders and expect to be for some years. We use 4/4 basswood lumber, malleable castings, stove bolts and wood screws, but we are well supplied at present.

IMPROVEMENT IN WOODEN WARE TRADE WILL MEAN EARLY AND BRISK LUMBER BUYING

INTERNATIONAL WOODEN WARE CO., ROYERSFORD, PA.—Trade with us has been very brisk. Our "Kant-Drop" folding ironing tables have proven a big seller, in fact we are booked with many orders for future delivery. With the constant advance in the price of lumber, buying, no doubt, will be early and brisk for next season's wants.

GROWERS IN CHILE LOOKING TO UNITED STATES FOR MARKET. TRADE METHODS BEING STUDIED

The fruit growers of Chile are looking with renewed interest to the markets of the Northern Hemisphere as an outlet for their fruit, and further experimental shipments from that country may be expected during the winter months, providing adequate steamship facilities can be secured.

Several trial shipments were made to New York about one year ago. Since that time representatives of the Chilean fruit industry have been in the United States studying the activities of the various large fruit markets and familiarizing themselves with price requirements, sources of supply, market requirements, and methods of distribution from importers to consumers.

Chile may be considered the California of South America. The country possesses the three climatic essentials for fruit growing—light, heat and a dry atmosphere. Peaches and grapes are the best of the Chilean fruits, although oranges, apples, currants and many kinds of berries grow in profusion. Transportation facilities from production to market centers are still lacking and very few attempts have as yet been made to grow fruit scientifically for commercial purposes. The country has every advantage, however, for the production of fine fruits. The growing season is the direct opposite of that in the United States, so that Chilean fruits are available for marketing in the Northern Hemisphere at a time of the year when prices are high and supplies are diminishing.

A detailed report on the Chilean fruit industry and trade with particular reference to the attempts made toward developing a market in the United States may be obtained upon application to the Bureau of Agricultural Economics, United States Department of Agriculture, Washington, D. C., for Report F. S. No. 23.

EXPORTS OF CONDENSED MILK INCREASE

According to the trade record of the National City Bank of New York, the exports of condensed milk in the fiscal year 1922 was in quantity 18 times as much as in the year preceding the war. The total value of condensed milk in its various forms exported from the United States from the beginning of the war to date is, in round terms, $388,000,000. In the fiscal year 1922 alone the total value of the exports was, despite the falling off in prices, $31,000,000, against an average of but little more than $1,000,000 per annum prior to the war. Wooden barrels are largely used in the condensed milk trade for bulk shipments.

SHIPMENT OF GRAPES SHOW STEADY YEARLY INCREASE

Shipments of grapes from California have increased steadily during the last six seasons, reaching a total of approximately 38,000 cars in 1922, according to reports of the United States Department of Agriculture.

Shipments of grapes in 1922 from the three leading grape-growing States in the East—New York, Michigan and Pennsylvania—were double their average annual shipments, the Department of Agriculture reports. New York shipped 7,484 cars, compared with an average of 3,584 for the years 1917-1921; Michigan shipped 5,833 cars, compared with an average of 2,912; and Pennsylvania, 1,514, compared with 737.

A $5,000 APPLE TREE

A branch of a New Jersey apple tree, says a recent issue of the New York *Evening Mail*, has been sold for $5,000, $1,000 cash and 2 cents for each graft. From this one tree a nursery firm expects to produce a new kind of apple.

"Apple trees are grown from the seed of the apple, but the kind of apple which the tree will bear is determined by grafting. The seed grows for several years to the size of a small bush. Then the top is cut off and a bud from another tree is fastened on, or, as it is called, grafted to the seedling tree. The apples that the tree will bear are not the kind that the seeds came from, but the kind that grew on the tree from which the grafted bud was cut.

"The fine, big apples with the high color sold on the street stands are all the result of taking buds from a tree which produced big, fine apples and grafting these buds on seedling trees.

"New York is the largest apple producing State. Its apples also taste the best. The apples of the Northwest raised on irrigated land are finer looking than the New York apples, but they are not so good to eat. While these Western apples are sold as high as two for a quarter, thousands of bushels of New York apples are going to waste, lying on the ground under the trees where they have dropped."

If the public would buy apples according to their taste and not according to their looks, it would be a big benefit to New York State farmers who are having a hard time to make their farms pay, is the comment which the *Mail* makes and which is echoed heartily by many.

ESTABLISHED OVER ONE-HALF CENTURY

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PAUL L. DYSART, 1st Vice-President
CHARLES L. ALLEN, 2d Vice-President
J. R. MELCHER, 3d Vice-President

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

SUDDEN DEATH OF ALBERT WILL

Our joy of the approaching holiday season of 1922 was darkened considerably by the announcement of the sudden death of Albert Will, sales manager of the Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo., which occurred December 17th, from pneumonia, following a severe attack of influenza.

Taken ill with influenza on Thanksgiving Day, Mr. Will apparently recovered quickly, being absent from his desk only ten days, but on December 11th he suffered a relapse, passing away on the 17th, at the early and promising age of 32 years.

Mr. Will was born in Alton, Ill., April 30, 1890, the son of Mr. and Mrs. John Will, and was brought to Cape Girardeau when an infant three weeks old. His parents moved to a farm on the Bloomfield road, southwest of Cape Girardeau, where he grew to manhood. He attended the rural schools near there and graduated from the Southeast Missouri Teachers' College and the Cape Girardeau Business College.

After completing his course at the local business college he accepted a place as stenographer with the Himmelberger-Harrison Lumber Co. only a short time after that organization moved its offices to Cape Girardeau from Morehouse. He was rapidly advanced, being selected as assistant to Charles L. Harrison, sales manager.

When Mr. Harrison left the Himmelberger-Harrison Lumber Company in October, 1921, Mr. Will was selected by the company officers for his place, and he has been filling that important position since that time.

As sales manager for the Himmelberger-Harrison Lumber Company, Mr. Wills was widely and favorably known throughout the cooperage industry, as well as being esteemed highly by all who had the good fortune to know him.

Besides his wife and two children—Albert Jr., six, and Robert Charles, four—Mr. Will is survived by his father and mother, who live at 419 South Pacific street. To Mr. Will's immediate family the JOURNAL extends deepest sympathy and sincere condolence in the bereavement that they are called upon to bear in the passing of so fine and worthy a son and husband, and to our good friends, the Himmelberger-Harrison Lumber Co., in the loss they have sustained in the death of their young and efficient sales manager.

L. H. WYMOND

On December 29th, L. H. Wymond, chairman of the Board of Directors of the Chess & Wymond Co., and the Holly Ridge Lumber Co., Louisville, Ky., died in his apartment in the Seelbach Hotel, in that city, at the age of 53 years.

Mr. Wymond had been in ill health for several years, but his death followed a severe illness of three months' duration.

Mr. Wymond was a native of Madison, Ind., and a son of W. S. Wymond, founder of the Chess & Wymond Co., which now has extensive local and southern interests.

COMPANIES MERGE. WILL MANUFACTURE GENERAL LINE OF WOODEN WARE

According to advises from Richwood, West Virginia, the Fulton Manufacturing Company and the Escanaba Manufacturing Company have been merged in a new organization styled the Steele-Wallace Corporation, with a capitalization of $1,750,000. The new company will manufacture a general line of wooden ware.

UNION CITY, MICH., IS PROUD OF C. M. HALL, ITS OLDEST BUSINESS MAN, AND A COOPERAGE MANUFACTURER

The Battle Creek *Enquirer*, of December 3d, carried the following interesting article concerning C. M. Hall, cooperage manufacturer of Union City, Mich. The article says:

"The one person in business the longest in Union City, Mich., is C. M. Hall, who has operated a cooperage shop for the past 48 years. There is no one in business now that was here when Mr. Hall first started his business. He holds the honor now of being Union City's 'longest term business man.'

"Mr. Hall has been instrumental in many enterprises in the village. Notably among these is the founding of the 'Red Cooper Shop Campfire Association.' This organization was started by Mr. Hall about twenty-five years ago. Plans are now under way for another campfire. He is also the father of the uniform flag system which Union City voluntarily adopted as his suggestion for a good-looking decorated town. He is a member of the G. A. R., and has held several offices in that organization.

"Mr. Hall is 76 years old. He is active and operates his business with the same apparent vitality as he did forty years ago. He came to Michigan from Vermont. He was born in New Hampshire. At the age of seventeen he enlisted in the Third Vermont light artillery.

"With the large fireplace in the cooper shop, Mr. Hall conceived the idea about twenty-five years ago, that a campfire organization would be a good plan and rounded up a few of his friends who fell for the idea, and in a short time more than eighty were enrolled.

"About once every year the members would come together and roast chickens, game and spare ribs over the huge fireplace. It was considered one of the real sports and occasions of the year. Story telling and singing would feature the spread. Badges would be worn by the members as the enterprise was fostered on a convention-like basis.

"The last campfire was held in 1903, on April 3d. Business men of the town are urging Mr. Hall to get a number together for a reunion. It is likely that in the near future, another of the 'big times' will be announced by the 'campfire artist.'

"Mr. Hall was the founder of the Corbin Post of the G. A. R. Forty members were on the charter list and three remain at Union City—M. F. Buell, John Kidney and C. M. Hall. Mr. Hall was instrumental in getting the organization to erect a monument which was accomplished about forty years ago.

"Mr. Hall was treasurer of the Southwestern Michigan Soldiers and Sailors' Union for about 22 years. At that time he was on the commander-in-chief's staff, and was a delegate to the national meet held at Boston.

"The uniform flag system was first thought of in the village in 1913. Mr. Hall thought that four feet by seven feet flags were of the best for decoration, and the town fell in line with him, and no others are used now. It is one of the few towns in the United States with a uniform flag system, both for the residence and business district. Only that size is used, and no other flags are displayed or put in the breeze on any occasion for decorations. The town owns enough for each light standard. It is estimated that about four hundred of the uniform size could be found in the village.

"The cooper shop which Mr. Hall operates is a place where butter tubs, pork barrels and flour barrels are made."

WAYNESBORO, PA., WILL HAVE NEW BARREL PLANT IN NEAR FUTURE

Waynesboro, Pa., is to have a new manufacturing plant in the near future in the nature of a barrel manufacturing company. The new concern, which is now getting ready for business, will be located in the brick and tin buildings of the E.-B. Company on the east side of South Broad Street.

The Lowrey Produce and Commission Company, of Hagerstown, are managers of the new project that will give employment to about ten men. Lumber, already sawed out, will be brought to Waynesboro and the barrels will be assembled there. The local factory will be run on a much larger scale than the one now in operation in Hagerstown.

The new industry will be of great benefit to the nearby orchardists and fruit packers in that the expense of shipping empty barrels to their packing houses will be considerably lessened.

Extensive improvements will be made to the present shops. One carload of equipment has already arrived, and the factory will start operation in the near future.

LOOK FOR GOOD BUSINESS DURING 1923

W. T. LETTS BOX & COOPERAGE CO., ST. JOSEPH, MO.—Business with us just now is slow, but we have had a good fall trade and are looking forward for good business during 1923.

"BLUE BIRD"
The Guaranteed Apple Press

Built of selected hickory and cold-rolled steel. Non-twirl follower carried on heavy guide-rods. Extra sturdy cross-member and drive-screw. Three-inch screw-socket in cross-member and reinforced cup in follower. Heavily braced to insure rigidity.

THE STRONGEST, FASTEST, MOST SATISFACTORY HAND PRESS IN THE WORLD

Mail orders and inquiries to

THE WEINMAN BOX & COOPERAGE COMPANY
ATCHISON - - - KANSAS

HUNTSVILLE, ARK., STAVE PLANTS CLOSED TEMPORARILY

The stave mill of J. H. Hamlen & Son, located near Huntsville, Arkansas, having exhausted the white oak timber on the tract on which it is situated, is shut down temporarily pending negotiations for further timber supplies.

WILL INCREASE STAVE OUTPUT

The Home Stave Co., of Cotton Plant, Ark., of which company J. L. Kieth is the energetic directing head, will enlarge its plant, installing new machinery, so that the output of staves may be increased.

SPRINGFIELD, GA., WILL HAVE NEW BARREL FACTORY

Report, duly received, is to the effect that C. A. Jerald, Springfield, Ga., will soon be manufacturing barrels. Machinery is now being installed, and, while the new plant will not be a big one to start, it will employ several men and will be all fixed to grow and prosper.

APPLE BARREL FACTORY CLOSES SEASON

The Godar cooperage plant of Carrollton, Illinois, which is devoted exclusively to the manufacture of apple barrels, has completed its season and is now closed for the winter. During the past season approximately 40,000 barrels were made here. Operations will be resumed in the spring.

RAINIER COOPERAGE DEPARTMENT DESTROYED BY FIRE

Fire recently destroyed the interior of the cooperage department of the Rainier Brewing Company, 1550 Bryant Street, New York. Officials of the company estimate the loss at $35,000.

A large still used to prepare denatured alcohol for the market was destroyed along with a considerable amount of cooperage.

S. N. NELSON
Manufacturer and Dealer in
Tight Cooperage Stock
Cut-Offs a Specialty
744 Randolph Building, MEMPHIS, TENN.

Are you in touch with the buying powers in the cooperage industry?
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TRY THIS SPACE

Dublin Hardwood Stave Co.
INCORPORATED
Manufacturers of
Air Dried and Listed Tight Barrel COOPERAGE
Red Oak, White Oak, Ash
PORK STAVES
All kinds of Cut-Offs and all kinds of Hand-made Staves, Slavonian made.
P. O. Box 171 - Dublin, Ga.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

COOPERAGE MACHINERY FOR SALE

Oram Dreadnaught Stave Planer, 24" circle.
Oram Double Independent Stave Wheel Jointer, 36".
Oram Heading Jointer with dowel attachments.
Trevor Improved Jumbo 60" Heading Saw Machine.
24" Improved Re-steel Gerlach Drum Saw Machine.

Address "BARGAIN,"
Care of THE NATIONAL COOPERS' JOURNAL,
Philadelphia, Pa.

FOR SALE—

Holmes No. 48 hoop driver.
Brady double-end trusser.
St. Joe stapling machine.
Toledo hoop welding outfit.
Bliss hoop-forming machine.
60-inch Greenwood heading jointer.
Greenwood power-feed heading jointer.
Greenwood power-feed heading bolter.
Whitney 20-inch stave saw.
Oram double-wheel stave jointer.
All machines guaranteed.
WAYNE MACHINERY COMPANY,
Fort Wayne, Indiana.

POSITION WANTED

WANTED.—Position by married man, with 20 years' experience in slack barrel business. Can take active charge as manager or superintendent. Familiar with Holmes machinery. Address "MANAGER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—Position as superintendent of tight cooperage plant by middle-aged, married man of wide experience, and one who is thoroughly familiar with manufacturing tight barrels and kegs. Reference furnished. Address "SUPERINTENDENT," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

BUSINESS OPPORTUNITY

WANTS OUTPUT OF TIGHT AND SLACK STAVE AND HEADING MILL

A large and well-established barrel manufacturing concern is ready to enter into negotiations with owner or owners of tight and slack stave and heading mill to use output of mill on the partnership basis, advancing capital for running expenses, etc. Interested parties will be accorded the most courteous attention and fullest particulars will be supplied to all correspondents addressing "CAPITAL," care of "The National Coopers' Journal," Philadelphia, Pa.

MISCELLANEOUS

FOR SALE.—About 500 new black iron drums, 110-gallon capacity, made by W. S. B. Co., and comply with I. C. C., No. 5. CHARLES SITTENFELD, 363 Genesee Street, Buffalo, N. Y.

MACHINERY FOR SALE

FOR SALE
REBUILT STAVE and HEADING MACHINERY
Two Greenwood Heading Turners.
One Heading Sawing Machine.
One No. 4 Stave Cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
Address E. HENNING, INC., Borland Bldg., Chicago.

MACHINERY WANTED

WE are in the market for the following machinery:
1 Hoop Driver, suitable for 30 to 60-gallon barrels.
1 Barrel Washing Machine.
1 Bung Boring Machine.
Address EAGLE COOPERAGE CO., 1619 Blair Avenue, St. Louis, Mo.

WANTED.—Keg hooper, keg riveter, keg lathe and keg crozier. Oram's machines preferred. Address LOUISVILLE COOPERAGE CO., Louisville, Ky.

WANTED.—A second-hand power slack barrel windlass. Prefer a Holmes No. 59½ single windlass. Address WHITEHOUSE BARREL CO., Hastings, Fla.

FINISHED PACKAGES WANTED

WANTED.—To hear from manufacturers making 200-pound ash pork barrels with galvanized hoops. Also pine stave kegs with galvanized Brainerd hoops, from 5 to 30 gallons capacity. Address THE DAVID GARRATT & SONS CO., 1200-10 South Bouldin St., Baltimore, Md.

STOCK FOR SALE

FOR SALE.—200,000 4½-foot shaved birch strap hoops, for immediate shipment. Can furnish ash and birch in any lengths for later shipment. Also 2,000 acres of timber land for sale. Address H. H. ALLAN, Dennysville, Maine.

SECOND-HAND BARRELS

WANTED.—Double and single-head tar barrels in carload quantities or less. Address TOLEDO BARREL & BAG CO., Toledo, Ohio.

WANTED.—All kinds of slack barrels as well as ten cars of tierces and casks from 22-inch to 38-inch, uncoopered, single or dropped head. Address POTTERS' BARREL CO., East Liverpool, Ohio.

HELP WANTED

MANAGER WANTED FOR TIGHT OIL BARREL AND KEG PLANT

WANTED—An experienced and capable man as manager of an oil barrel and keg plant. Must have thorough knowledge of barrel and keg manufacturing, from preliminary drying of stock to turning out finished packages. Qualifications for position offered are general ones: Age, perhaps 30 to 35 years; nationality, American citizen; and certainly a good, solid training and experience in the cooperage industry backed up by an average education or better. Salary in the neighborhood of $3,500 to $4,000 a year. Give fullest particulars with references in first letter. Address "OPPORTUNITY," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED.—Foreman, middle-aged, capable of taking charge of slack barrel cooper shop in Chicago. One who has had experience in handling men and machinery and can increase production. Give full particulars, experience, salary, and if employed at present. Address "EXPERIENCE," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—Foreman for tight barrel plant located in Kentucky. One who can handle men and manufacture first-class barrels. None but first-class need apply. State reference and wages required. Address "KENTUCKY," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and Tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

STOCK WANTED

WANTED.—A good grade No. 2 white, red or chestnut oak, kiln-dried, jointed and bucked staves. Also mill-run heading, circled, 22-inch; either oak or gum. Address WARREN LUBRICANT COMPANY, INC., 20-26 Maurice Street, Buffalo, N. Y.

WANTED.—Car of mill-run or wine grade white oak, 18 and 24-inch regular sawn or cut-off staves. Also car No. 2 red oak oil staves. Quote delivered Pensacola, Fla., stating date of shipment. Address PENSACOLA COOPERAGE CO., Pensacola, Fla.

STOCK WANTED.—Several cars 35 to 36-inch white oak, sawed or bucked, oil staves, K/D and J. Address DALLAS COOPERAGE CO., Dallas, Texas.

PLANT FOR SALE

FOR SALE.—Slack stave plant located on the White River in Arkansas. For full particulars address "PLANT," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

H. ARENSON & CO.

Cooperage Stock — Our new plant with warehouse and yard facilities will allow us to store and repair barrels in large quantities. We conduct a general second hand barrel business, also represent the largest manufacturers in the country — Kegs and Barrels

Your inquiries are respectfully solicited

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CALIFORNIA BARREL CO.

22nd and Illinois Sts. San Francisco, California

MANUFACTURERS OF

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OF ALL SIZES FOR DRY OR LIQUID PRODUCTS

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All Kinds of Second Hand Empty Barrels

30 YEARS' EXPERIENCE

Can Furnish You Barrels for All Purposes

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We are large buyers of Slack Cooperage Stock of all kinds, and we want your prices

N. & H. O'DONNELL COOPERAGE CO.

BARREL MANUFACTURERS

Moore St., Water to Swanson St. PHILADELPHIA, PA.

ESTABLISHED 1884

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DEALER IN ALL KINDS OF

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All orders receive prompt and efficient attention. Let us serve you.

WAREHOUSE AND YARDS

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Quality and Satisfaction Guaranteed

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Our new plant location gives us a storage space for 20,000 barrels, so that we are always equipped to fill all orders promptly.

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ALWAYS IN THE MARKET FOR SQUARE HEADING AND STAVES OF ALL KINDS. QUOTE PRICES

SANDUSKY - - OHIO

Second-Hand Barrels and Kegs

We buy and sell in car lots or less

OIL, GLUCOSE, LARD, WHISKEY, PICKEL and VINEGAR BARRELS

Phone, wire or write us for prices

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Oil and Tallow Shooks for Export

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Jersey City Cooperage

Jersey City, N. J.

Manufacturers of New Flour, Sugar, Fruit and Half Barrels. Also all kinds of New Heading, Staves, Hoops, etc.

Dealers in Second-Hand Flour, Sugar, Lard, Oil, Whiskey, Glucose and Molasses Barrels of all descriptions. Shooks for Export a Specialty

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THE JOSEPH BOGNER BARREL MANUFACTORY

BUYERS AND SELLERS OF

EMPTY TIGHT BARRELS

GLUCOSE, OIL, VINEGAR, WHISKEY, ETC.

We are the largest buyers and sellers of barrels in Western New York. Storage room for 30,000 packages. Good stock always on hand. Satisfactory prices. Quick deliveries. Let us know your requirements.

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Hoop Nails Hoop Staples Hoop Fasteners

Bright, Blued, Coppered or Galvanized

Write for prices and samples

THE GEO. W. STANLEY CO. - Belleville, Ill.

PENSACOLA COOPERAGE CO.

Manufacturers of HIGH-GRADE TIGHT and SLACK BARRELS

Also Kiln-dried and Jointed RED OAK STAVES and CIRCLED HEADING

Office and Plant DE SOTO and TARRAGONA STS. PENSACOLA, FLA.

WESTERN NEW YORK Coopers' Flag

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THE FINEST GRADES GROWN

A large supply constantly in stock R. E. TRAVER, Montezuma, N. Y.

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TOP FLAG

QUALITY THE BEST AND PRICES RIGHT

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Manufacturers of and Dealers in all kinds of Cooperage

MATCHED STOCK A SPECIALTY

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THE HARLAN-MORRIS MFG. CO. JACKSON TENNESSEE

Manufacturers of all Kinds of

Tight-Barrel Staves and Circled Heading

From WHITE OAK, RED OAK, ASH and GUM

SATISFACTION GUARANTEED

Branch Mills in Tennessee, Mississippi and Arkansas

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LIMITED

Manufacturers of COILED ELM HOOPS 3 ft. to 8 ft. Long

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TRY THIS SPACE

ECKHARDT & LENNON CO., Inc.

Manufacturers of

All Kinds TIGHT BARREL HEADING AND STAVES

Mills at Monroe, Winnsboro and Gallion, La.

MAIN OFFICE - - - - - Monroe, La.

REINSCHMIDT STAVE CO.

...MANUFACTURERS OF...

Tight and Slack Barrel Staves

AIR-DRIED AND LISTED

Red, Water and White Oak Staves. Also Slack Barrels — Pine Staves

PLANTS—Quitman, Ga., and Loughridge, Fla.

Address all Correspondence and Orders to QUITMAN, GEORGIA

FRUIT BARREL STAVES

SAWN CHESTNUT, DRESSED OR ROUGH

YOU WILL LIKE THEM—WRITE US NOW

TREXLER COOPERAGE CO.

ALLENTOWN - - PENNSYLVANIA

HICKSON-ROGERS MANUFACTURING CO.

MANUFACTURERS OF

Dowel Pins, Tight Barrel Staves *Club Turned Oak and Hickory Spokes*

[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US]

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TRY THIS SPACE

W. W. Wilson & Wrape Stave Company

MANUFACTURERS OF

All Classes Kiln-Dried and Jointed Tight Barrel Staves

White Oak Red Oak Gum and Ash

LITTLE ROCK :-: :-: ARKANSAS

We Solicit your inquiry for Hardwood Nail Keg Heading and Box Shooks

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Slack COOPERAGE Stock

All Sizes and Grades

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SOFT VARIETY

Forty years in the business have made us Flag experts

Try our Service

ALL LENGTHS

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J. M. PEEL & BROTHER

MANUFACTURERS

COILED ELM HOOPS

We are prepared at all times to make prompt shipment in any quantity anywhere

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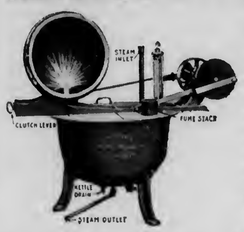

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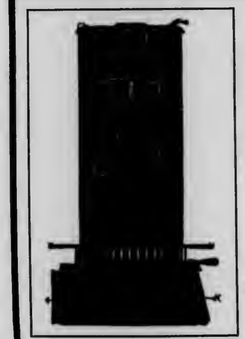

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BARREL ELEVATORS AND CONVEYORS

Page
Hollingshead Co., J. D., Chicago, Ill. 25
Oram Co., The John S., Cleveland, Ohio 16-17

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. 29
Hollingshead Co., J. D., Chicago, Ill. 25
Hynson Company, The, St. Louis, Mo. ..... I. B. C.

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. B. C.
Oram Co., The John S., Cleveland, Ohio 16-17
Rochester Barrel Machine Works, Rochester, N. Y. Back Cover
Weimer Engineering Works, Philadelphia, Pa. 4

COOPERS' FLAG

Casey & Sons, P. L., Seneca Falls, N. Y. 28
Colwell Cooperage Co., New York, N. Y. 29
Hollingshead Co., J. D., Chicago, Ill. 25
Frantz, J. C., Seneca Falls, N. Y. 17
Henning, Inc., E., Chicago, Ill. 5
Hollingshead Co., J. D., Chicago, Ill. 25
Traver, R. E., Montezuma, N. Y. 27

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y. 29
Hollingshead Co., J. D., Chicago, Ill. 25
Hynson Company, The, St. Louis, Mo. ..... I. B. C.

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 28
Hollingshead Co., J. D., Chicago, Ill. 25
Hynson Company, The, St. Louis, Mo. ..... I. B. C.

DRAG SAWS, ETC.

Hill-Curtis Co., Kalamazoo, Mich. ..... I. F. C.
Hollingshead Co., J. D., Chicago, Ill. 25
Pennoyer Co., J. C., Chicago, Ill. 17
Rochester Barrel Machine Works, Rochester, N. Y. Back Cover

EXPORTERS

Chickasaw Cooperage Co., Memphis, Tenn. 6
Heming, Inc., E., Chicago, Ill. 15
Hollingshead Co., J. D., Chicago, Ill. 25
Jerry Co., Stephen, Brooklyn, N. Y. 29
Moore Stave Co., Lucas E., New Orleans and New York .. 8
Pekin Cooperage Co., 25 Broadway, New York, N. Y. 6

HOOP MACHINES

Hynson Company, The, St. Louis, Mo. ..... I. B. C.
Rochester Barrel Machine Works, Rochester, N. Y. Back Cover

MACHINE KNIVES AND SAWS

Gerlach Co., The Peter, Cleveland, Ohio ..... I. F. C.
Hollingshead Co., J. D. Chicago, Ill. 25

NAILS, STAPLES, TACKS, ETC.

Colwell Cooperage Co., New York, N. Y. 29
Hynson Company, The, St. Louis, Mo. ..... I. B. C.
Stanley Co., The Geo. W., Belleville, Ill. 27

PAIL AND TUB MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio ..... I. F. C.
Hollingshead Co., J. D., Chicago, Ill. 25

SECOND-HAND BARRELS

Page
Arenson & Co., H., Pittsburgh, Pa. 27
Bognet Barrel Manufactory, The Joseph, Buffalo, N. Y. 27
Connolly, Inc., John, Hoboken, N. J. 27
Eagle Cooperage Co., St. Louis, Mo. 27
Heidt & Son, C., Jersey City, N. J. 30
O'Connor Co., J. J., Jersey City, N. J. 27
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa. 27
Stone, Jr., & Sons, George W., 1234 7th St. Wash. D. C. 27
Warring, Bruce T., Washington, D. C. 27

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 29
Connolly, Inc., John, Hoboken, N. J. 27
Heidt & Son, C., Jersey City, N. J. 25
Hollingshead Co., J. D., Chicago, Ill. 25
Illinois Cooperage Mfg. Co., Chicago, Ill. 29
Jacobs Cooperage Co., K. W., Milwaukee, Wis. 26
O'Connor Co., Inc., J. J., Jersey City, N. J. 30
Pensacola Cooperage Co., Pensacola, Fla 27
Skuse's Cooperage, Rochester, N. Y. 6
Walsh Sons, Morris, Pittsburgh, Pa. 4

SLACK BARREL STOCK (Manufacturers or Dealers)

Heming, Inc., E., Chicago, Ill. 15
Hollingshead Co., J. D., Chicago, Ill. 25
Pennoyer Co., J. C., Chicago, Ill. 15
Pennypacker, Jr., Wm. G., Buffalo, N. Y. 18
Southern Cooperage Co., New Orleans, La 28
Struthers-Ziegler Cooperage Co., Detroit, Mich. 18
Van Aken Cooperage Co., C. M., 141 Broadway, New York. 29

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 26
Colwell Cooperage Co., New York, N. Y. 29
Crozed Stave Corporation, The, Grand Rapids, Mich. 3
Davis Co., The W. M., Memphis, Tenn. 18
Fields-Lattu Stave Co., Dyersburg, Tenn. 28
Gideon-Anderson Co., St. Louis, Mo. 15
Heming, Inc., E., Chicago, Ill. 15
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo. .. 18
Hollingshead Co., J. D., Chicago, Ill. 25
Independent Cooperage Co., Fort Wayne, Ind. 29
Jerry & Co., Stephen, Brooklyn, N. Y. 29
Mankin, L. E., Lewisburg, W. Va. 26
Mill Shoals Cooperage Co., St. Louis, Mo. 5
New Hampshire Stave & Hdg. Co., 79 Wall St. New York. .. 5
Peel & Bro., J. M., Lake Village, Ark. 28
Pennoyer Co., J. C., Chicago, Ill. 15
Pennypacker, Jr., Wm. G., Buffalo, N. Y. 18
Pressel & Co., A. L., Chicago, Ill. 4
Powell Cooperage Co., Memphis, Tenn. 7
Reinschmidt Stave Co., Quitman, Ga. 28
Sheahan Co., B. C., Chicago, Ill. 29
Skuse's Cooperage, Rochester, N. Y. 6
Smith Lumber Co., W. T., Chapman, Ala. 6
Standard Hoop Co., Bay City, Mich. 28
Struthers-Ziegler Cooperage Co., Detroit, Mich. 18
Sutherland-Innes Co., Ltd., Chatham, Ont. 8
Trexler Cooperage Co., Allentown, Pa. 28
Tschumy & Co., W. A., Norfolk, Va. 28
Vail Cooperage Co., The, Fort Wayne, Ind. 6
Vail-Donaldson Co., The, St. Louis, Mo. 3
Van Aken Cooperage Co., C. M., 141 Broadway, New York. 29
Walsh Sons, Morris, Pittsburgh, Pa. 4

SPRAYING MACHINES

Eureka Machine Co., 2605 Vega Ave., Cleveland, Ohio.... 29
Hollingshead Co., J. D., Chicago, Ill. 25

STAVE AND HEADING MACHINERY

Page
Gerlach Co., The Peter, Cleveland, Ohio ..... I. F. C.
Hollingshead Co., J. D., Chicago, Ill. 25
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. B. C.
Oram Co., The John S., Cleveland, Ohio 16-17
Rochester Barrel Machine Works, Rochester, N. Y. Back Cover
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York... 3
Hanlon-Gregory Co., Pittsburgh, Pa. 3
Heuning, Inc., E., Chicago, Ill. 15
Hollingshead Co., J. D., Chicago, Ill. 25

STOCK BUYERS

Heuning, Inc., E., Chicago, Ill. 15
Hollingshead Co., J. D., Chicago, Ill. 25
Sheahan Co., B. C., Chicago, Ill. 29
Webster & Bro., Ltd., James, Liverpool, England 3

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francesco, Cal. 27
Chickasaw Cooperage Co., Memphis, Tenn. 6
Cleveland Cooperage Co., Cleveland, Ohio 29
Connolly, Inc., John, Hoboken, N. J. 27
Frazier Company, G. L., Nashville, Tenn. 8
Hollingshead Co., J. D., Chicago, Ill. 25
Hudson & Duggar Co., Inc., Memphis, Tenn. 6
Michel Cooperage Co., Sandusky, Ohio 29
Moore Stave Co., Lucas E., New Orleans and New York . 8
O'Connor Co., Inc., J. J., Jersey City, N. J. 30
Pekin Cooperage Co., 25 Broadway, New York, N. Y. 6
Pensacola Cooperage Co., Pensacola, Fla 27
Sutherland-Innes Co., Ltd., Chatham, Ont 8
Walsh Sons, Morris, Pittsburgh, Pa. 4
Wehl & Bro., A. M., Cleveland, Ohio 29
Wright Barrel and Export Co., Jacksonville, Fla. 29

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Colwell Cooperage Co., New York, N. Y. 29
Harlan-Morris Mfg. Co., Jackson, Tenn. 28
Heuning, Inc., E., Chicago, Ill. 15
Hollingshead Co., J. D., Chicago, Ill. 25
Moore Stave Co., Lucas E., New Orleans and New York . 8
Mt Olive Stave Co., Batesville, Ark. 28
Nelson, S. N., Memphis, Tenn. 28
Pennoyer Co., J. C., Chicago, Ill. 17
Sheahan Co., B. C., Chicago, Ill. 29
Sutherland-Innes Co., Ltd., Chatham, Ont. 8
Wilson, W. W., & Wrape Stave Co., Little Rock, Ark. ... 28
Wrape Co., The Henry, St. Louis, Mo. 28

TIGHT STAVE MANUFACTURERS

Frazier Company, G. L., Nashville, Tenn. 8
Heuning, Inc., E., Chicago, Ill. 15
Hollingshead Co., J. D., Chicago, Ill. 25
Moore Stave Co., Lucas E., New Orleans and New York . 8
Reinschmidt Stave Co., Quitman, Ga. 28
Seagraves, Geo. H., Wilmindale, W. Va. 28
Sutherland-Innes Co., Ltd., Chatham, Ont. 8
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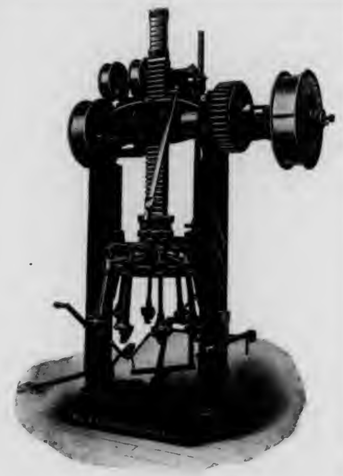

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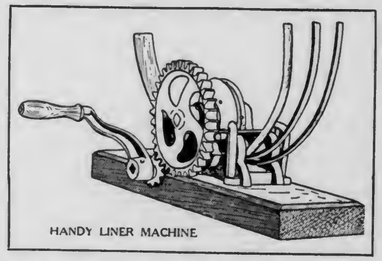

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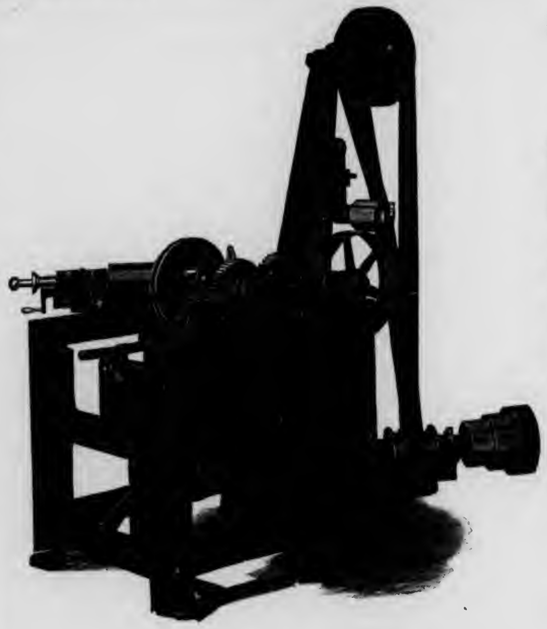
A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. 38 | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $3.50 Per Year. | Philadelphia, February, 1923 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 10



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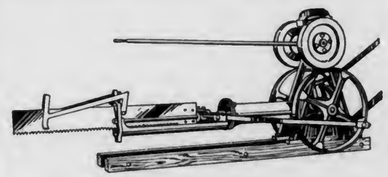

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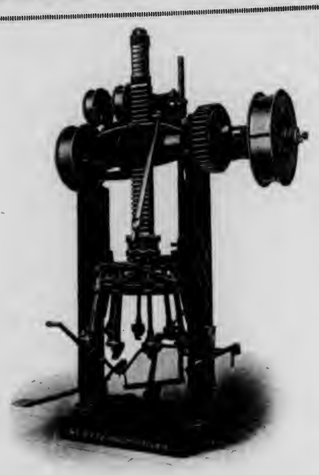

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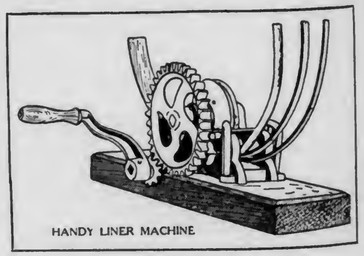

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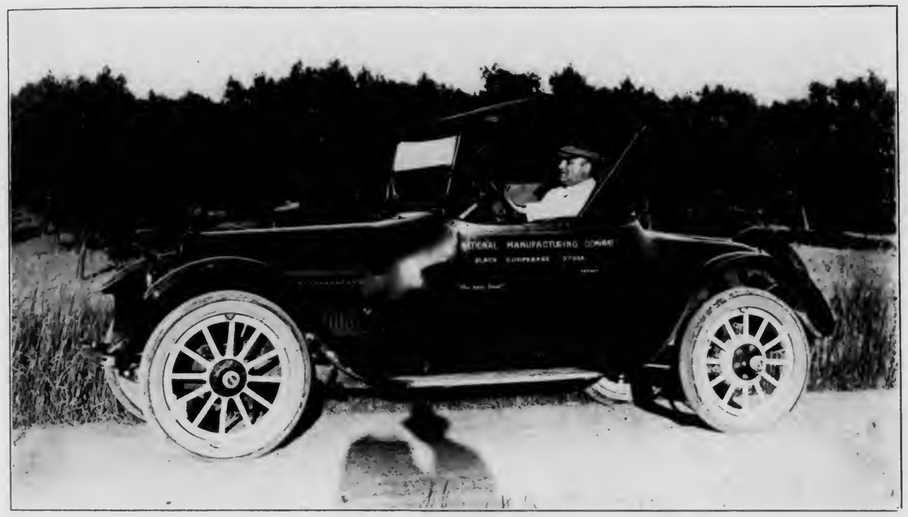

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WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.

Cooperage Stock

MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

TIGHT
STAVES

Chestnut, Ash, White Oak, Red Oak, Gum, Cut-Offs

Good Stock

is absolutely essential to the manufacturer of good cooperage. We realize this fact and are building our business on the foundation of the confidence that the quality of our stock inspires in its consumers. :: :: ::

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Let us show you what we mean by "QUALITY"

Circled, Oak, Ash, Gum, Square

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208 So. La Salle St. - CHICAGO, ILL.

AMERICAN
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TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS

ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

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Cider—Olives—Vinegar—Pickles—Beverages
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Why be satisfied with just wooden packages, when "COLCO" Barrels guarantee quality and service.

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The kind that functions without any petty annoyances and irritations, that is courteous, helpful and efficient, and that is pledged to the perfect satisfaction of our patrons—that is "HENNING" service.

We offer you
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TIGHT NEW OR USED SLACK

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Slack Barrel Staves Hoops Heading

Quality is a most desirable feature to seek in the purchase of slack barrel staves, hoops and heading. But quality alone does not create satisfactory dealings.

Quality plus price, ample stocks, uniformity, dependability and delivery must all be considered.

Reduce your buying difficulties to the minimum this year by placing your orders for slack stock with us. You can depend on getting quality plus all the other elements of satisfactory dealings always.

Write, wire or phone for quotations

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Manufacturers Since 1900

General Sales Offices
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BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY

APPRECIATION

With the opening of the New Year we take this opportunity of thanking our customers and friends for their patronage and good will during the past 12 months, which we hope to have continued throughout 1923.
During this year it is our intention to keep right on making "Bone Dry" Heading a leader in its line and to maintain its reputation for unsurpassed quality.

"BONE DRY"—A SAFE BUY!

HIMMELBERGER-HARRISON LUMBER CO.

SALES OFFICE: Cape Girardeau, Mo. PLANT: Morehouse, Mo.

BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY BONE DRY

YOUR GOOD-WILL

means much to us. We regard it as the most valuable asset of our institution. As a principle of our fixed business policy we are striving by every honorable method to merit your confidence.

In pursuit of this policy we are offering you

All kinds of Slack Cooperage Stock -- Staves, Hoops, Heading

especially

COTTONWOOD STAVES

that are honestly made, honestly graded, honestly sold and honestly delivered

MEMPHIS **THE W. M. DAVIS STAVE COMPANY** TENNESSEE

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Every Department of Our Organization is Handled to the End of Pleasing the Consumer.

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"Independent" Grade of Stock Stands Alone—Test Its Quality.

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New Hampshire Stave & Heading Mill

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We are now equipped to furnish crozed staves in various lengths

Mills: North Stratford, N. H. *Sales Office:* 79 Wall Street, New York, N. Y.

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"We consider the confidence that the trade reposes in us as our greatest asset—it is the direct result of our constant effort to produce and sell nothing but honest dependable goods.

We take a wholesome pride in the 'Quality' cooperage stock that goes into the market under our direction."

Slack Cooperage Stock

STAVES—HOOPS—HEADING

Staves from 24 inches to 48 inches

Hoops all Lengths *Heading all Diameters*

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STOCK FOR
Sugar, Flour, Cement, Salt, Lime, Fruit and all kinds of Packing Barrels

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WE MAKE A SPECIALTY OF

High Grade Stock for both Domestic and Export Trade

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ALWAYS in the market for *better* staves and heading
—always in the market for business from those who want *better* barrels.

THE CLEVELAND COOPERAGE COMPANY
Cleveland, Ohio

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STAVES
HOOPS
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SLACK

Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

BARRELS
CASKS
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Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks

Cars Straight, Matched or Mixed

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Hope, Arkansas
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Pine Bluff, Arkansas
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Tight Barrel Circled Heading

Our business policy demands, among other things—

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150 Nassau St.
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TIGHT BARREL STAVES AND HEADING

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

The National Coopers' Journal

THIRTY-EIGHTH YEAR — PHILADELPHIA, FEBRUARY, 1923 — $2.00 PER YEAR VOL. XXXVIII, No. 10

New Orleans Reports That Barrel Manufacturers Who Prepared for Big Business When No Trade Was In Sight Are Now Reaping the Benefits of Their Optimism and Confidence

As these lines are being written a heavy rain is falling, and the cold damp is so penetrating that it would pierce through your overcoat and reach your bones, and make you wish you were in Quebec, where you could roll yourself in the snow and get warm. The papers have just issued scare-heads, announcing the arrival of a cold wave, and predicting "freezing weather to the coast."

You might suppose that this would mean the finish of the vegetable shipments, but it does not. Men can not gather produce in this rain and it will take several days for the fields to settle, and no barrels will be used for vegetables in that time. Then, when the weather clears the shippers will hustle to make up for lost time, setting up a howl, in chorus, for barrels. That is the way it goes here. The produce crop and the demand for produce barrels is the biggest on record.

A Poor Beginning Makes a Good Ending

No vegetable season ever commenced more unfavorably than this one. The roads were bad, the fields muddy and the Weather Bureau continually held over our heads the threats of frosts and freezes, but, in spite of it all, the truck farmers kept on and planted a larger acreage than ever, in consequence of which, their confidence has been justified by the results. The freezes never came and when it was cold enough for frost the nights were cloudy and the crops were unharmed. Then the weather cleared up and the temperature stood for weeks at just the right degree to help the growing crops, so that the farmers gathered and planted again and again on the same land and this season's crop is larger than that of last season, just as last season's crop was larger than that of the preceding one.

Truck Raising Record Broken Every Year

That is the way the business of truck raising is growing in this section. The record is broken every year and it is safe to predict that next season's crop will be larger than the present one.

Barrel Manufacturers Who Prepared Are Prospering

The long delay in the opening of the shipping season was enough to discourage anyone not familiar with conditions and some coopers gave up hoping for any business from that source. The more enterprising, however, kept on, and at a time when there was no sale for even a wagonload of barrels, continued to lay in stock and to fill all their storage space with barrels. They are now profiting by their optimism, for the accumulated stocks of barrels have been sold, and those who went after trade at the right time and stayed with it are now working hard to fill new orders.

This is a hard season for the coopers who lacked the storage space, or the capital, or the enterprise to keep at work when the outlook was poor, but it is a good season for the men who could and did carry on during the fall and early winter. In this way is happens that a few of the shops here are doing but little, while others are as busy as they can be.

Southern Cooperage Company Doing Fine Business

During the early part of the season, when the outlook was so unfavorable, the Southern Cooperage Co. accumulated a stock of fifty thousand barrels, but, although they have been working every day, they have disposed of all the barrels on hand, and are now shipping them out as fast as they can make them. The supply of stock they laid in to last through the winter was used up long ago, but they are receiving fresh stock at a rate of at least fifteen cars per week.

Beck & Jones Give Every Evidence of Believing in the Continuance of Good Business

Messrs. Beck & Jones are also getting the benefit of the great produce shipments, and are actively engaged in filling orders, large and small, mostly large. By continual purchasing they are able to keep a large supply of materials on hand. The stock of staves, hoops and heading they are carrying would seem to indicate that they believe that heavy produce shipments will continue for some time yet.

Mr. Sidney Charbonnet, now manager of the John G. Moll Cooperage Co., finds the business prospering.

The Burbank Company is keeping up its end of the second-hand barrel trade.

Cooperage Industry No Place for Fearful Business Men

Favorable reports of the condition of business come from other shops, except, of course, from those who let themselves be frozen out or scared out early in the season. Those poor fellows are in tough luck and say that there are too many shops in the town. They admit that business is good, but say there is not enough of it to go around.

Apropos of Price Quotations

We often see price lists from other cities, giving the latest market quotations on staves, hoops and heading, as if those commodities had fixed values and established market prices. New Orleans coopers reading such price lists wonder how people get to be that way. In this unfortunate corner of the world the price on every carload of cooperage stock is a matter of individual bargaining, and there is as much "jewing-down" and jockeying in the purchase of a few staves as there is in trading horses.

The "Asking Price" and the "Taking Price"

For instance, the usual quotation on produce barrel staves, f. o. b. New Orleans, would probably be $10.50, but the man who paid that would, at the present price of barrels, soon land in the poorhouse. If $10.50 really is the market price, then the cooper must buy below the market. The "taking price" is sometimes a dollar per thousand less than the "asking price," and in the past few weeks some staves have been sold here for as low as $9.25, but, of course, these were sold by some fellow who had to have a little money right off the bat.

The "asking price" for heading is about nine cents, or, perhaps, nine and a quarter, but to ascertain the actual "taking price" you will have to find out just how hard up the seller is.

Stabilization of Market Lies Within the Industry Itself

This variability of prices, and the constant fluctuations in the market are the worst features of the cooperage business, for it is impossible for a man to ascertain in advance what his cost of production per barrel is going to be. When you secure a good order for barrels, unless you have some way of getting the order nailed down, there is always danger that some fellow who bought his stock for less will take the business away from you.

If some way could be invented of getting away from this dog-eat-dog way of doing business it would certainly fill a long-felt want.

Selling Price of Barrels Too Close for Comfort

No matter how lucky you are in buying stock, the price of the finished barrel is a little too close for comfort to the price of stock. The usual price on produce barrels now is about fifty cents, though they sometimes sell for five cents less, while to enable the cooper to sleep well of nights the barrel should sell for fifty-five cents.

How the Stock Manufacturer Fails in His Cost Estimating

One of our friends who has a stave mill "up the road" figures that the total cost of manufacturing and loading out staves is about six dollars per thousand. This certainly ought to show a good profit, but, unfortunately, he had to admit that in figuring his "total cost" he had not taken into consideration his overhead, or the expense of holding out when the big rains shut down his mill, so we are still in the dark as to the extent of his actual profits.

Apropos of Freight Rates

There are a very few mills that can get staves to this market on a freight rate that figures as low as 75 cents per thousand staves. Most of the staves used here pay at least one dollar per thousand freight, some as high as $1.50 per thousand staves. The freight rate on barrels is well nigh prohibitive.

Sugar Refineries Are Still Running

Several of the larger sugar refineries are still running, and using a good many barrels, but they have to make their barrels at their own plants. Sometimes they do this under such trying conditions that their No. 1 barrels cost them 75 cents each, this without paying the profits of any dealer or middle man.

The great oil refineries are also using barrels, but give little business to the city shops. Freight rates are too high.

Barrel Making Will Spread Among Truck Farmers

Some of the stave and heading mills are doing a considerable "local business," selling direct to the truck farmers, who make their own barrels. In one little neighborhood where there is no regular cooper-shop, there are at least forty coopers employed, one or two at each farm, making barrels as they are needed. In fact, the work done in the city shops is but a small part of the cooperage work done in this section.

A Business Remedy Well Worth Waiting For

The remedy for this condition and for most of the evils to which the trade is subject, is to be found in better roads, lower freight rates, and by stabilizing the price of stock.

Present-Day Working Coopers Are Reliable and Steady Men

In late years working coopers seem to have more than doubled their efficiency. The coopers who used to always loaf on Monday, make about 35 barrels for four days, then give the whole of Saturday to drawing and spending their pay, have been succeeded by men who work six days each week, and make on an average of more than 65 barrels a day. Making barrels used to be counted as a tramp's trade, and it was said that the journeyman cooper was expected to change jobs at least once a week, but if this story was ever true it is not true now. Nearly every shop in the town has, as the nucleus of its working force, a few veterans who have been in that same shop for years. One of these "steady hands" is Henry King, who has held a job with the Southern Cooperage Co. for sixteen years, and still sees no reason for making a change. His employers are glad that he don't. Steady and reliable men of that kind are worth keeping.

Jake Bauer, Veteran Working Cooper, Passes Away

Jake Bauer, one of our veteran working coopers, is dead. There never lived a more reliable or more conscientious workman than Mr. Bauer. During the sixteen years that he was in the employ of the Southern Cooperage Co. he never lost so much as a single working day. His last day at the shop he made eighty barrels. Next morning when he failed to come to work the foreman, Mr. Adam Cooper, knew there was something wrong, and went to investigate. Mr. Bauer reported that he was not feeling well, and needed a day's rest. His condition proved to be much more serious than he realized, and he expired after a brief illness.

He was well known to the trade, and all the working coopers in the town feel that they have lost a personal friend. They unite in saying "The best mechanic in New Orleans is gone."

His youngest son is now working at the same trade, and bids fair to succeed his father as a high-class, reliable cooper.

NEW WOODEN WARE CONCERN ORGANIZED

The Keys Manufacturing Company, New York, N. Y., has been incorporated with a capital stock of $100,000. The new company will engage in the manufacture of wooden specialties.

Report from Washington, D. C., January 17th, was to the effect that shipments of cement by the Atlas Portland Cement Company from Hudson, N. Y., to Northampton, Pa., were charged for at rates which were not unreasonable, according to the Interstate Commerce Commission.

Louisville Reports Cooperage Industry Is Facing One of Its Best Business Years. Enormous Inquiry for Gum Cooperage

The Louisville cooperage industry is in a better mood than has been the case for some time past. Everyone is cheerful. Business is active and the outlook bright The country is generally humming with business and there is every reason to believe that the cooperage trade is facing one of its very best years. The condition of local business can be taken from the fact that bank clearings for the year so far show a gain of $40,000,000, or over 33¼ per cent. as compared with 1922. Gains of from one million to four millions of dollars a day are being made as compared with clearings of last year. Building, commercial, industrial, traffic and general lines are humming. This means general increased use of packages of all kinds.

Markets are firm, inquiries picking up, and it is claimed that buyers who last year took a long time to place orders for five thousand packages, are coming in and placing seven and eight thousand orders, for fear of a later shortage, or inability to get deliveries as needed. All lines of tight containers are active, while the slack business is very fair for this season. Prices are about the same as last month, there being very little change in quotations.

Transportation Only Hindrance to Business Prosperity

The only cloud on the horizon at the present time is in connection with traffic. J. H. Townshend, of the executive office of the Southern Hardwood Traffic Association, Memphis, while in Louisville recently, remarked that severe car shortage and traffic congestion could be anticipated this spring. He held that weekly car loadings have reached a level of 745,000 cars and that it is a well-known fact that when they reach the 750,000 level, troubles start, as railroads can't supply the cars, or move them fast enough after that limit is reached. The specialist in traffic matters further stated that of the 3,300,000 freight cars on American railroads, a total of 300,000 are in bad order. With a mild winter transportation has held up better than had been expected but traffic is steadily increasing as a result of boom times in business generally.

Inquiry for Gum Cooperage and Cooperage Stock Shows Enormous Increase

Inquiry for gum cooperage stock and gum packages has shown an enormous increase over last month, according to information in local circles and advances are anticipated as gum lumber is higher and prices are advancing. Transportation conditions from the South have been good, with weekly loadings heavy. Mill operation is quite fair as a result of fairly open weather.

January Cooperage Trade Mark Better Than in Years

A peculiar condition this winter has been in that there has been hardly any slump at the close of the year during inventory time as it were, as business has been active and there has been no time for loafing in hardly any producing or consuming lines. January business, generally slow since prohibition, promises to turn out unusually large and bigger than any previous January in some years.

The Tight Stock Market

Quotations on tight stock show spirit staves $1.25a $1.35; heading, $1.25 a set; white oak oil staves, $65a$70 at mill; red oak, $55a$60; gum, $45a$50; circled heading, white oak, 48 cents; red oak, 45 cents; gum, 37½ cents; and joined gum staves in sets were recently reported at $1.

The Tight Barrel Market

Barrel quotations are as follows: White oak oil barrels are quoted at $2.90a$3; red oak, $2.70a$2.75; spirit, $4.75a$5; gum, $2.35a$2.45; half-barrels, white oak, $2.30; red oak, $2.15. Kegs, 5-gallon, $1.25a$1.35; 10-gallon, $1.60; 15-gallon, $1.75; 20-gallon, $1.90a$2; 25-gallon, $2.15; 30-gallon, $2.30. Red or mixed oak prices are, on kegs, at ten to fifteen cents lower than white, one house quoting red oak at $1.15 for 5-gallon; 10-gallon, $1.50; 15-gallon, $1.65; 20-gallon, $1.75; 25-gallon, $2; 30-gallon, 2.15.

The Slack Barrel and Stock Market

Prices on slack barrels show flour at 70a75 cents; salt, the same; sugar, 90 cents; one-head produce, 50 cents; two-head, 55 cents; poultry, 60a65 cents; sugar-sized produce of No. 2 stock, 70a75 cents.

Louisville users of staves, heading, hoops, etc., report that they have fair supplies on hand, but that new prices quoted show staves and headings as well as metal hoops up from 15 to 25 per cent. over fall prices. Gum staves in 28½ to 30 inch No. 1 are reported at $16 a thousand; No. 2, $12.50, and mill run, $14.

Business Is Confident and Trade Outlook Optimistic for 1923

J. R. Williams, sales manager of the Chess & Wymond Co., in a market review, sent out January 20th, to purchasers of cooperage, said:

"The inventory period has passed and we all know whether we made money or not. It is believed that every one made some, and this has resulted in a more optimistic outlook and confidence for the New Year.

"Inquiries from various lines of business are coming in rather strong and indications are that this will increase rather than diminish. We do not expect a sudden jump in prices, and very possibly they may not advance for the next month, but we do believe it behooves all purchasers of packages to give serious consideration to their first-quarter requirements."

The Entire World Is a Unit—None Can Wholly Escape Effects of Peace or Discord

The cooperage trade is decidedly in favor of an early termination of the European strife, over the Ruhr Valley, as it is feared that the European situation may not only slow down export business but have a tendency to slow down domestic business in some lines, as war has its effect on various commodities and aids but few.

Elk Run Distillery Being Dismantled

Future prospects of distilling here have received another set-back in the dismantling of the Elk Run distillery of the Kentucky Distilleries and Warehouse Co., by far the largest distilling unit ever developed in the State. The fine plant is now being junked, as it was too big for operation on medicinal whisky and not properly designed for alcohol production.

Barrel Exhibit at National Canners' Association Meeting

C. M. Pate and J. R. Williams, of the Chess & Wymond Co., Louisville, were in Atlantic City, in attendance at the annual meeting of the National Canners' Association, January 22d to 26th. The company had its usual large exhibit of tight packages, kits, pails, etc., for packing food products, pickles, etc., on exhibit during the time the canners were in session..

Hope This Expectation Was Fully Realized, Bro. White—

J. Nick White, president of the Louisville Cooperage Co., has been ill at his home for a few days but is reported as feeling better, and is expected back at the plant in a day or so.

Some Official Changes In Chess & Wymond Co.

The recent death of L. H. Wymond, head of the Chess & Wymond interests, and of the Holly Ridge Lumber Co., has resulted in some changes in the companies mentioned. At the January annual meeting of the Chess & Wymond Co., of Kentucky, William A. Watts, president of the company, was elected chairman of the board, succeeding Mr. Wymond, Eugene Graham was elected president; W. I. Wymond, vice-president; C. M. Pate, vice-president; C. B. Wymond, secretary, and G. O. Wymond, treasurer. William I. Wymond succeeded his father as a director of the Louisiana company; and G. O. Wymond becomes a director of the Kentucky corporation. The annual meetings of the Chess & Wymond Co. and Holly Ridge Lumber Co. come in March, when some further changes will be made, as the office chairman of the boards of both companies are still vacant. William I. Wymond has also been elected a director of the Fidelity & Columbia Trust Co., succeeding his late father.

Smith Cooperage Co. Has Small Fire

D. H. Quigg, head of the Smith Cooperage Co., Louisville, reports a small fire in the plant, starting in the work rooms, where tools, benches, etc., were damaged to the extent of $500, the fire having started in shavings before daylight. Mr. Quigg reports very fair business and excellent outlook.

Southern Hardwood Traffic Association Hold Annual Dinner

Over fifty men were present at the recent annual dinner and meeting of the Southern Hardwood Traffic Association, at the Seelbach Hotel, January 16th. Local Manager J. S. Thompson delivered an interesting report of the year's work, and W. A. MacLean, of the Wood Mosaic Co., was elected vice-president in charge, succeeding J. G. Brown, well known in the hardwood, softwood and cooperage trade, and builder of the new $4,000,000-Brown Hotel, which has been started in Louisville. J. Van Norman, attorney for the association; J. H. Townshend, of the Memphis office; William I. Wymond, of the Chess & Wymond Co., and several other speakers stated that the organization in eight years has grown to be an essential of the traffic end of the lumber and cooperage industry. Some houses reported that they now depend on the organization to such an extent for rates, etc., that it would be hard to locate a freight rate book in their offices.

EXPORTS OF TURPENTINE AND ROSIN SHOW INCREASE IN QUANTITY AND VALUE

The United States foreign sales of rosin and spirits of turpentine, according to the preliminary figures compiled by the Department of Commerce, show marked improvement for the 11-month period from January to November, 1922, over the corresponding period of 1921. Shipments of rosin increased 50 per cent. in quantity, from 858,681 barrels in 1921 to 1,287,580 barrels in 1922, and 48 per cent. in value, from $4,530,382 to $6,697,095. Although there was a loss of 20 per cent. in quantity in the exports of rosin in November, 1922, compared to November, 1921, the value dropped to less than 1 per cent.

Due to the continued high price of spirits of turpentine, shipments of that commodity to foreign countries gained 71 per cent. in value, but only 4 per cent. in quantity, for the 11 months under discussion, amounting to 8,544,729 gallons, valued at $5,464,832, in the first 11 months of 1921, and 8,891,216 gallons, worth $9,462,174, in the corresponding period of 1922. The month of November, 1922, records a decline of 31 per cent. in quantity, but an increase of 35 per cent. in value, over November, 1921.

The following table shows the destination of United States exports of rosin and spirits of turpentine during the month of November, 1922:

Countries of Destination	November, 1922 Quantity Bbls.	Value
Rosin		
Germany	10,016	$56,985
United Kingdom	20,826	125,147
Netherlands	1,693	9,830
Canada	9,101	58,620
Cuba	2156	13,648
Argentina	30,915	182,024
Brazil	15,500	92,735
Uruguay	352	2 00
Italy	436	2 45
Sweden	748	4,276
Japan	6,789	39,122
All other countries	6,765	44,695
Total	105,327	$631,533

Spirits of Turpentine	Gallons	
Germany	33 109	50,671
Netherlands	42,373	64,752
United Kingdom	208,016	340,170
Canada	70,966	103,251
Argentina	27,940	46,298
Brazil	1,050	1,701
Cuba	6,433	9,402
Chile	6,981	10,125
Peru	4,670	7,357
Uruguay	4,840	7,175
Australia	4,583	7,155
All other countries	8,366	13,457
Total	419,427	$631,998

WILL MANUFACTURE DRY KILNS FOR SMALL PLANTS

The Free-Jenkinson Dry Kiln Company, Tuscaloosa, Alabama, has been incorporated with a capital stock of $20,000. They will manufacture and install a specially designed dry kiln suitable for small mills and factories. The new kiln, a patented design, will be manufactured in Tuscaloosa.

Philadelphia Cooperage Trade Enjoying Brisk Business. Both New and Second-Hand Lines Show Vigorous Movement

The cooperage situation in and around Philadelphia, as it appears during this last week in January, can very truthfully be characterized as "good." Both the new and second-hand lines are experiencing a session of brisk trading that is keeping the whole cooperage fraternity of this particular section stepping out energetically in their efforts to handle the business that is being offered them. However, while both lines are participating in the present spurt, it appears that second-hand containers are enjoying a trifle better demand than new goods.

"Oil" the Controlling Factor in Tight Market

The controlling factor in the second-hand tight market in this city is oil—when the half-dozen or more huge oil-refining companies which operate plants in the town or in nearby territory are making shipments in volume, the demand which originates in their need of barrels is reflected in full-time and full-force working in the numerous second-hand tight barrel shops in the city, and on the contrary, when the oil companies are not in the market for containers, the second-hand business hereabouts lags and sags and becomes a more or less sad institution. There is no alternative channel of distribution to which the second-hand cooperage dealers can turn when the oil refineries have no orders to place with them, that is, no other market of the size and absorption capacity that the oil trade presents; there is, of course, a demand for uncoopered and reconditioned barrels from the numerous other industrial lines that are part of the city's commercial body, but by comparison, the market that is afforded by the oil trade far overshadows that of the balance of the consuming field, and its condition, active, lethargic or dead, is an absolute and reliable index to the second-hand situation in this section.

All Tight Lines Moving Briskly

At present the local oil trade is enjoying an excellent business, and consequently, the second-hand dealers, who by reason of their numerical and individual size and strength are the dominant element in the Philadelphia cooperage market, are receiving a highly satisfactory run of orders from this source. But the refineries are not by any means the only consumers who are taking barrels at this time. There has been a notable advance in general conditions along the entire industrial front of this community, and what might be termed the "minor market" is also very active. Along with the big item of lubricating oil barrels, edible oil, linseed oil, glucose, milk, lard, road oil, tar, grease, turpentine, and practically the whole list of tight containers that are sold in this market are moving in satisfactory volume.

Second-hand Situation Healthy

The healthy condition of the second-hand business is revealed in the fact that supplies are comparatively weak, while demand is strong, in which situation even the dullest analyst must perceive the basis for the strengthened quotations that are now prevailing. Prices on both coopered containers and barrels "as is" on the yard, have advanced to the point where business shows a fair, although not robust, margin of profit. There was a time in the recent past, which as a matter of fact spread over the major portion of the last two years, when the second-hand dealers were in the position of merely "swapping dollars" on many of their orders and actually losing money on the balance; happily, that state of affairs passed away with the exit of 1922 and present transactions are being negotiated in the reasonable assurance that the net results will be recorded on the right side of the ledger.

Prepared for Keg Demand

New barrels and kegs are showing a satisfactory, although not extraordinarily large, movement. Most local handlers of new goods are anticipating a spring demand for home beverage kegs, by filling their warehouses with a heavy stock of the various popular sizes in that line. Both charred and uncharred containers are being stored against the expected rush, and a survey of the total holdings in this city is ground for the statement that those who "make their own" may proceed in the confidence that they will encounter no difficulty in securing the necessary containers in which to age it.

Slack Lines Also Moving Well

In the slack branch of the trade the same satisfactory conditions that have been set forth above as obtaining in the tight line are revealed. Second-hand slack dealers report vigorous movement in all packages that are in usual demand at this season of the year, with the prospect for spring business more than ordinarily promising. Factories making new slack barrels are running on an approximate production of from 80 to 85 per cent. of capacity, which, judged by usual post holiday season operation, is normal or perhaps a bit better.

Everybody Happy

Generally, there is little or no basis for complaint on the part of the Philadelphia cooperage trade to be found in the present condition of business. Demand in all lines is heavy enough to keep stocks well cleaned up, practically every cooperage operation in the city is working on a satisfactory time schedule with full force, prices are at a fairly profitable level, and the outlook for the continuance of the present activity is quite reassuring. As a consequence the morale of the local personnel, reflecting the pep and vigor that business has developed, is at a high notch and the demeanor of "the boys" is cheerful and optimistic.

TIGHT STAVE REPORTS INCREASED DURING NOVEMBER. SLACK STAVE EXPORTS FELL OFF

According to the "Commerce Reports" of the United States Bureau of Foreign and Domestic Commerce, export business in tight staves increased, and foreign shipments of slack staves decreased during the month of November.

A comparison of the October and November exports of tight staves shows almost 100 per cent. increase in quantity, but a decrease in total value, as follows: October, 1,116,831 staves, valued at $132,938, and November, 2,183,287 staves, valued at $122,886. The November quantity exceeded every previous month in 1922 except August. Slack staves likewise showed a decline in value, and also a decline in quantity, as follows: October, 3,313,116 staves, valued at $65,998, and November, 1,233,350 staves, valued at $15,207. November showed the lowest slack stave exports during the 11 months, up to and inclusive of November, except February, which was one-half less. Tight stave exports were more evenly distributed over the 11 months than slack staves, which averaged heavier during the first six months than thereafter. One-third of the total November stave exports went to France, and from 12 to 15 per cent. in each case, to Canada, Spain and United Kingdom.

WE'D LIKE TO OWN AN ORCHARD OF THESE "CUBAN" APPLE TREES

Somewhere in Cuba there grows a most peculiar variety of "apple tree." This amazing piece of Cuban vegetation bears a "fruit" that is totally unlike anything that American horticulturists have so far been able to produce in orchards of the United States. Samples of these "apples from Cuba" which fell under the eagle eyes and hawk-like talons of a corps of Pennsylvania State Police looked so closely and surprisingly similar to beer bottles that the minions of the law could not persuade themselves that they were not gazing at a consignment of contraband lager, and as a consequence the consignee of the shipment is being paged by a horde of prohibition enforcement officers as well as a host of interested orchardists, all of whom are thirsty for detailed information and accurate data concerning the plant that furnished the stuff. The new Cuban fruit was introduced to the public through the medium of the following item which appeared in a Harrisburg, Pa., paper:

"Three truckloads of beer, in sugar barrels, marked 'apples from Cuba,' were confiscated by State Police at Palmyra, near here, today. The 'apples' were being unloaded from a train at Palmyra when the police arrived.

"The police said the beer contained more than the legal alcoholic content, and it was turned over to prohibition officers here."

Personally, we admit that we feel no irresistible urge to delve into the botanical ancestry of the bush that furnished the goods, as the scientific aspect of the phenomena leaves us cold and unresponsive, but we would most certainly like to get hold of a few seeds, or say a sprout or two, of this wonderful example of tropical flora so that we could, in the privacy and sanctity of our little two by four plot, "grow our own."

SOYA BEAN OIL BEING INTRODUCED IN ITALY. COTTON-SEED OIL IMPORTS FROM THE UNITED STATES PRACTICALLY ELIMINATED. BOTH ARE "BARREL" COMMODITIES

Edible oils constitute one of the important items of the national diet of Italy. Perhaps in no other country are oils so generally used as an article of food. Originally using olive oil almost exclusively, the Italians became the chief producers and consumers of this commodity, the trade in which grew to vast proportions, but gradually other varieties of oils were introduced and accepted as substitutes for the pure olive product, until at the present time cotton-seed, sesame, peanut, rape and soya bean oils have attained huge consumption. The introduction of soya bean oil to the Italian table has been of recent date. This product, the manufacture of which has grown to be a factor of industrial importance in the central portion of the United States, bids fair to become very popular in Italy, where there is already a strong demand for it. A steadily growing Italian market for this article presents a splendid opportunity for the establishment of an export trade for American manufacturers, since the present import duty levied by the Italian Government on soya beans and soya bean oil is quite moderate. The opening up of an active trade in this line would be highly beneficial to the cooperage industry, inasmuch as the wooden barrel is acknowledged as the standard container for this commodity. The brisk business which cotton-seed oil manufacturers formerly enjoyed in Italian markets has fallen upon evil days, much to the disgust of the oil producers and the cooperage manufacturers who supplied the containers for this industry.

Until the middle of 1921 an active market for cotton-seed oil was found in Italy. If, however, the 1921 figures for the periods from January to June and July to December are considered, it will be found that while 11,200 metric tons were imported in the first six months, only 2,100 metric tons were reported for the last six months of the year, and for the first three months of 1922 the total imports are insignificant, amounting to but 142 metric tons. American cotton-seed oil has now been driven practically out of the Italian market by the Italian tariff, which became effective July 1, 1921. As a result, Italian importers have been obliged to turn from cotton-seed oil to those oils which are granted a lower rate of duty, notably soya bean oil. One authority estimates that between August, 1921, and August, 1922—that is, in the first year after the new tariff became effective—Italy imported not less than 15,000 metric tons of crude soya bean oil. A meeting was recently held by the Italian producers to discuss the protective measures they should adopt on account of the increasing invasion of the Italian market by soya bean oil as a result of the lower duty. While American exporters would like to see the duty on cotton-seed oil reduced to the same level as the rate on soya bean oil, the Italians, on the other hand, would prefer that the duty on soya bean oil should be raised to the level of the rate of duty on cotton-seed, thus protecting them against foreign invasion of both these products.

It is entirely within the bounds of possibility that the soya bean oil export trade will grow to the proportions that were reached by cotton-seed oil exports, and incidentally open to the cooperage industry a market that will compensate for the shrinkage of business entailed in the falling-off in shipments of the latter article.

AXEL H. OXHOLM WILL INVESTIGATE FOREST PRODUCTS MARKETS IN EUROPE

During the early part of next summer an investigation of the lumber and forest products markets in the United Kingdom, Holland, Belgium, France and Switzerland will be started by the Lumber Division of the Department of Commerce.

Axel H. Oxholm, Chief of the Division, will undertake this work, which is expected to consume from one to two years. These markets are normally taking from $40,000,000 to $50,000,000 worth of forest products. A detailed itinerary has not been decided upon as yet, but will be announced later on.

This survey, which will include the markets for cooperage, should be productive of valuable data for our industry. Mr. Oxholm is a thoroughly experienced, capable business man, finely grounded in practical knowledge of lumber and cooperage manufacturing, and his conclusions as to trade conditions and prospects can be accepted as authoritative.

The Keiser Cooperage Co., of Keiser, Ark., it is reported, has increased the capital stock of their company from $10,000 to $30,000

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Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

GOOD WORK

Commendations and congratulations must be accorded the Slack Branch of the Associated Cooperage Industries of America on the splendid work which is being carried on under its auspices in the field of trade extension. The vigor, vim and enthusiasm which characterizes the campaign which it is supporting, is a glowing tribute to its earnestness of purpose and a most convincing demonstration that this branch of the association is charged with a high-voltage current of progressiveness. The trade extension department, which will not celebrate its first birthday until the coming May, has already proved its inestimable worth to the industry and has so grown and expanded in the estimation of the constituency of the slack branch as to be generally regarded as an indispensable adjunct to their collective activities. The scope of the work that is being handled by the department covers practically the whole field of barrel propagation, from the adjustment of complaints as to package performance, to the advocacy, by public address and private interview, of the use of barrels in lines that are now patrons of other containers.

The trade extension department is just what its name implies—a bureau of propaganda in the interest of slack barrels. As an instrument for the advancement of the welfare of the wooden barrel, it is performing its work in a manner that must elicit the approval of all unprejudiced opinion. It is extremely gratifying to the well-wishers of the barrel to note the energy and persistence with which the functions of this department are being discharged. The spectacle of an active and high-pressure agency, forcefully and fearlessly impressing upon the consuming public the superiorities and advantages of our trade package, which for years and years has had no cohesive backing in support of its claims upon public preference, is a sight to warm the cockles of the hearts of the "old 'uns" among us—and the new ones, too.

During the week of January 14th to 20th, three fruit and vegetable growers' and handlers' associations held national conventions in Chicago. There was a gathering of growers, packers, shippers and brokers from the four corners of the country. Previous to the conventions, display advertisements appeared in several industrial and trade papers which reached practically the entire attendance at the assemblies, announcing the fact that the Associated Cooperage Industries of America would be represented at the meetings, and that they would place on exhibition barrelettes and barrels of various types and sizes, admirably adapted to the packing and shipping of a wide range of farm and orchard products. This is illustrative of the ordinary routine convention-work of the department, which is but one phase of its manifold activities.

The slack branch of the association is making a determined assault on the consuming trade right in the trade's own bailiwick, and it is doing it aggressively, intelligently and consistently. It is real, genuine, effective, business-boosting enterprise and is as certain to eventuate in beneficial results as night is to follow day.

While every due credit must be given to the directing head of the trade extension department and full appreciation must be accorded his admirable handling of a difficult job, the fact must also be kept in mind that this invaluable propaganda could not be carried on were it not for the loyal and generous support of the rank and file of the slack branch of the association, whose voluntary contributions to the extension fund make the movement possible. Encomiums should be passed to all parties concerned in the campaign, and the industry as a whole is to be felicitated that it has such a capable and effective agency for the advancement of the common good.

"IT'S AN ILL WIND—"

The preliminary reports on the production of beet sugar for the year 1922, which have recently been published by the Department of Agriculture, reveal a marked decrease in the volume of that commodity from the 1921 figures. The total estimated production for the past year, which is subject to minor revisions as the final statistics are compiled, is placed at 691,000 short tons—a falling off or shortage of 329,000 tons from the yield of the previous year. While this situation holds a deal of anguish and disappointment for sugar beet growers and beet sugar producers, it can not be regarded as a calamitous event by the cooperage industry, which must, in the course of ensuing business developments, be the indirect beneficiary of the distress of the beet sugar interests. In view of the fact that the shortage in the sugar beet crop and its consequent curtailment in the manufacture of beet sugar will, through a roundabout channel, be reflected in the increased consumption of sugar barrels by the cane sugar refineries, the makers of cooperage stock and barrels can not be condemned nor justifiably censured if, after discharging their obligations to the amenities of business ethics by a polite expression of sympathy for a sister industry in its affliction, they indulge themselves in the full enjoyment of the satisfaction incident to the prospects of an expanded market for their wares.

The beet sugar industry is not a quantity user of wooden barrels, while the cane sugar industry has always been a substantial patron of "the king of shipping containers"—and therein lies the neb of the present situation insofar as it affects the cooperage industry. The consumption of sugar, both in the domestic and foreign markets, is steadily increasing in quantity, and in view of the fact that for all ordinary purposes the cane and the beet products are of equal utility, the current shortage of beet sugar will most certainly be reflected in a correspondingly increased demand for cane sugar. The present shortage is placed at 329,000 short tons; assuming that this shortage is covered, as it necessarily must be, by cane sugar manufacturers, it will mean that they will receive from erstwhile users of the beet article, orders for approximately 1,974,000 barrels of their product. Competent opinion puts the proportion of cane sugar packed in barrels at from 15 to 20 per cent. of total production. Taking as the basis of calculation the minimum estimated barrel package—15 per cent. of total production—the added business which will fall into the laps of the cane sugar interests during the coming season will entail the use of over 325,000 barrels, which translated into the terms of staves, heading and hoops is reduced to, in round figures, 6,500,000 staves, 325,000 sets of heading and 1,300,000 hoops. Quite a sizable item of business!

Progressive cooperage interests will discern in the exigencies of the present beet sugar situation a splendid chance to expand their sales to cane sugar refineries, and the alert firms will be quick to capitalize their opportunity.

THE EXHIBIT

It is becoming increasingly evident that the cooperage industry is slowly, but nevertheless surely, awaking to a realization of the high efficacy of the trade exhibit as an agency for business building. The number of displays of cooperage and cooperage products installed under joint or individual cooperage auspices, which were to be found at the numerous industrial shows and trade conventions which were held in widely scattered parts of the country during the past year, and the equally large or even greater number that are planned for the coming months, is conclusive proof that this modern method of advertising is gradually winning the recognition and appreciation that its merit warrants.

It is difficult to conceive of a more fertile field for intensive publicity than that presented in these gatherings. The industrial show—primarily an educational institution—attracts an attendance that represents the concentrated essence of the buying power of any given community. The majority of the patrons who are to be found at these expositions are there because they are interested in the advancement or betterment of their businesses, and the greater number of them go there in a sympathetic and receptive frame of mind, willing and eager to absorb information an any issue or article pertinent to their individual commercial or manufacturing enterprises. The trade association convention, drawing its attendance from territorial limits that ofttimes are as far flung as the boundaries of the country, and invariably including among its participants the leaders and the progressive element of the trade or industry under whose sponsorship the meeting is held, presents an opportunity for barrel propagation of equal potentiality with the industrial exposition.

The appeal that is exerted by an attractive display of goods is universally recognized as a powerful factor in the selling of merchandise. The cooperage exhibit, where the products of our industry can be put directly under the eye and into the hands of the consuming public, and where interested inquirers can be satisfied with actual visual demonstrations of the superiorities in construction, quality and utility of our trade package, as well as receive expert advice on container problems, can well be regarded as the modern "liason" between the barrel and its market, and it is to be hoped that the function which it performs will come into the full measure of recognition to which its importance to cooperage manufacturers entitles it.

The advertising which the cooperage exhibit yields is of incalculable benefit to the individual firm which installs it and to the barrel as an institution, and the interests of our industry could not be better served than by a display of our wares at every sizable industrial show or trade convention that comes within the orbit of our business.

COOPERAGE TRADE HAS IMPROVED CONSIDERABLY. INDUSTRY LEARNING THAT BUSINESS THAT IS UNPROFITABLE IS WORSE THAN USELESS, SAYS C. M. VAN AKEN

A decidedly optimistic tendency has prevailed in the Eastern cooperage business during the month of January. Prices have advanced some—enough to show a profit to the stock manufacturers and not enough to drive people away from barrels. Current business, or business where stock is required for immediate use, has improved considerably. Then, beside this, more or less business has been placed for spring and summer use. An apparent scarcity, with an upward tendency in prices in any commodity, prompts buying not only for the present, but for the future as well. It does more than this, it removes the custom employed by some buyers of making offers that are insufficient to cover cost and stiffens the backbone of the sellers so that when such offers are made, they are not taken seriously.

Another factor that has contributed to the success of the written business for January has been the difficulties in shipping. When we feel that there is a possibility of being unable to get just what we want when we want it, our desire for the thing is always increased. We are apt to do less haggling over the price and plan to cover not only immediate, but future needs, so while the January delayed shipments, due to railroad difficulties, have curtailed the shipped business for the month, that disadvantage has been more than offset by the assistance these delays have rendered in the writing of profitable business.

We have been passing through a period of a couple years' duration wherein the prevailing tendency has been to take business, take it at a profit if possible, but take it anyway. At this, the threshold of the year 1923, a different tendency prevails, a tendency exactly opposite to that prevailing in the recent past, one that lets alone unprofitable business and has for its foundation the fact that while to do business is essential, still, business is apt to be worse than useless if it is not profitable. It usually takes a combination of things or conditions to bring about a radical change in the attitude of business people. In general lines of business the conditions have appeared and the change has taken place. In our line of business we are equally

sure that the change has taken place, so what I have been doing is endeavoring to point out a few of the conditions that have helped to bring about that change. The fact that the present attitude toward business is essential to its success is not debatable. Therefore, we want to see the present attitude of business people toward the business continue indefinitely, but we want to see it continue through 1923 at least. As long as we retain this attitude we will succeed; when we again lose it, we fail—we may not become actually broke, but we will become very badly bent.

TRADE SHOULD CO-OPERATE TO STABILIZE MARKET AND KEEP BARRELS IN DEMAND AND FOR SALE AT A FAIR PRICE, SAYS WALTER C. HARTMAN

Business is progressing in a most satisfactory manner and not booming. We do not believe a boom market is a very healthy condition. The history of the cooperage business has shown that whenever prices go unreasonably high quickly, they drop fast and far within a comparatively brief time. The demand for cooperage stock has increased and the prices have steadily advanced during the last three months. Whenever these values have reached a point where the manufacturer makes a fair profit, he and the consumers should cooperate to stabilize the market generally, and keep the wooden barrel in demand and for sale at a fair price.

In the fruit trade, which is a branch of the business that begins to attract attention at this time, we expect there will be considerable late buying. A fair amount of stock is held over by coopers in some districts, and at the present time a great many prospective purchasers are delaying from action, expecting lower prices. In this we are quite sure they will be disappointed.

During the last five years the largest volume of cooperage stock for apple barrels has been purchased prior to April 1st. This year there may be an exception to the rule and the principal trading may be done after spring has opened, as was the custom years ago. During those periods, apple barrel stock came into good demand about April 1st and prices steadily advanced through the summer, with the highest markets prevailing during July and August. Various conditions seemed to change this custom of buying and created a large volume of business in the early winter, in some cases with declining prices following in the summer.

The demand for cooperage stock is very good in nearly every section of the country, and it is most gratifying to know that the general coopers who make barrels for sale are buying quite freely. This indicates a healthy condition in a miscellaneous trade. 1923 ought to be a prosperous year for the slack cooperage man as we see it today.

COOPERAGE INDUSTRY CAN LOOK FOR A VERY BUSY SPRING TRADE, SAYS JAMES INNES

There is really nothing much to report this month—business is continuing about the same as December. As the market is a rising market, very few of the manufacturers are doing much contracting, and buyers are principally buying for immediate needs, or to match up lines of stock that were depleted.

General business conditions through the country, however, are very much better than they were, and we are looking forward to a very busy spring, in all lines of cooperage stock.

"SLACK BARRELS FOR FRUIT AND VEGETABLES," NEW BOOKLET ISSUED BY ASSOCIATION

A new booklet, descriptive of slack barrels suitable for use in various fruit and vegetable lines has recently been issued by the Associated Cooperage Industries of America. It is a well-written, generously illustrated little volume that details the various uses and advantages of the slack barrel in the fruit and vegetable lines.

Prefaced by a general dissertation on the merits of the barrel as an institution, the body of the book carries text that deals with particular styles and sizes of slack cooperage as containers for specific fruits and vegetables. Packages for apples, potatoes, and green vegetables are illustrated and described as to material, construction, capacity and service. A list of manufacturers and handlers of slack stock and finished barrels is also carried.

The information set forth in the little volume is interesting and valuable and will doubtless render effective aid to the trade extension work which is being carried on under the auspices of the slack branch of the association. Copies can be secured free by addressing the secretary, Associated Cooperage Industries of America, Railway Exchange Building, St. Louis, Mo.

MR. LOCKWOOD AGREES WITH US

Mr. H. S. Lockwood, manager bale tie and wire hoop sales department, New York office, American Steel and Wire Company, in a recent communication to the JOURNAL, made comment on an editorial printed in last month's issue, in the folowing terms:

"The January number of THE NATIONAL COOPERS' JOURNAL has been received this morning and my interest was secured instantly in the item on page 12, 'Cooperage Manufacturers, Go Thou and Do Likewise.'

"In the last paragraph on that subject this true statement is found: 'It is not that "cooperage" does not furnish material for discussions and comments of general appeal—it is simply that up to the present we have failed to take full advantage of an open opportunity to advance our interests by the most effective medium that the business world knows—persistent publicity.' This is a wonderfully lucid statement of the fact. Apparently, for some unaccountable reason, the barrel has been put on the defensive, whereas actually it needs no defense. If given the opportunity it speaks for itself, and convincingly. Its virtues are in evidence constantly.

"You are using in your publication the slogan, 'We Are Broadcasting Trade Prosperity and Business Success for 1923. Tune In,' and may I suggest that 'trade prosperity and business success' for 1923 and for succeeding years will probably materialize if the cooperage trade will broadcast the virtues of the barrel."

Mr. Lockwood, ever since his business brought him into direct contact with the cooperage industry, has been a warm and enthusiastic booster of the wooden barrel, and an advocate of constructive and progressive trade practices.

RECENT COURT DECISION HAS DIRECT APPLICATION TO GENERAL ACTIVITIES OF TRADE ASSOCIATIONS

A decision, which in effect is practically a specific definition of what constitutes the legal activities of trade associations, was handed down on January 3d by Judge Knox, of the United States District Court for the Southern District of New York, sitting in the case of the Government against the Gypsum Industries Association for violation of the Sherman act. Judge Knox's decree can be interpreted as applicable to all trade association practices, and is regarded by no less an authority than Samuel Untermeyer as a virtual repeal of the Sherman act.

It is said that its effect will be the establishment of non-profit making corporations to supplant existing trade associations, and a new code by which such associations shall be governed under the Sherman act. U. S. District Attorney Hayward said that the decisions under the Sherman act for the last 31 years are embodied in the decree, while it is aimed specifically at the Gypsum Industries Association, and is founded on the facts that were adduced in the exposition of that organizations activities, its terms are so broad and of such wide scope as to embrace the entire range of trade association practice.

The particular activities of the Gypsum Association which were dealt with—and which may be translated in the terms of similar practices of other associations are as follows: Permitted activities—to promote use of gypsum products; to deal with engineering and trade problems pertinent to the industry; to carry on educational work through schools, scientific bureaus and societies; to assist in handling transportation problems; to deal with improved methods of plant and mine operations; and to maintain a credit information bureau. Prohibited activities—agreeing to fix prices; agreeing to advance or maintain uniform prices; agreeing to advance or decrease prices; agreeing to communicate with one another as to proposed advances or decreases in prices; agreeing to limit or control the output for manufacture or the manufacturer; agreeing as to distribution of territory or in favor of or against any mail order house, co-operative buying association or "dealer;" agreeing to blacklist; agreeing to fix middleman's discounts to consumer; agreeing to adopt or follow any published price list; agreeing to enforce arbitrary excess freight rates; agreeing that certain manufacturers make a gypsum product of a definite composition and that all others desist from making it, and aiding others to do "all or any of the matters herein set forth and enjoined and restrained herein."

WANTS IN COOPERAGE LINES

Wignall Moore Co., J. W. Maples, general manager, Martinsville, W. Va., is in the market for slack cooperage stock.

N. B. Epstein's Cooperage, 1101-1113 Penn Avenue, Scranton, Pa., is in the market for beer barrels, halves and quarters.

W. J. Sherrer, Box 51, Cleveland, Ohio, is in the market for a few hand-made white oak kegs, 10 to 20-gallon capacity.

The Sauer Cooperage Company, M. C. R. R. and Warren Avenue, Detroit, Michigan, are always in the market for lard and oil barrels, also 60-gallon milk barrels.

Hugh O'Donnell, Inc., Meadow and Snyder Aves., Philadelphia, Pa., is in the market for second-hand cotton-seed oil barrels and No. 1 lubricating oil barrels. Quote prices f. o. b. Philadelphia.

Wisconsin Butter Tub Co., Marshfield, Wis., is in the market for an up-to-date butter tub stave and heading mill with capacity of 20,000,000 staves per year. Plant must be located where a large supply of white ash timber is available.

Fairbury Milk Company, Fairbury, Neb., desire prices on strictly No. 1 grade meal barrels, carload lots, l. c. l., with full description. They also wish prices on flour barrels. These packages are to be used for shipping skim milk powder.

"PACKAGES" CELEBRATES ITS SILVER ANNIVERSARY

Our esteemed contemporary, *Packages*, with its January number, celebrated its "silver anniversary"—the completion of twenty-five years of continuous activity in the wooden package and package stock fields. The event was fittingly marked by the publication of a splendid special edition, which in its artistic make-up, text and size is a distinct credit to *Packages* as an institution, and to the editorial and business ability of its publishing personnel. The JOURNAL desires to extend to Publisher Warren R. Anderson and to his colleagues its heartiest compliments on the occasion of the twenty-fifth anniversary of their excellent paper, and to express the wish that *Packages* may enjoy many more years of prosperous and pleasant life in the fields which it has elected to serve.

W. W. WILSON & WRAPE STAVE COMPANY CHANGES NAME

The W. W. Wilson & Wrape Stave Company, of Little Rock, Arkansas, one of the pioneer tight stave manufacturing companies of the middle west, has, by a vote of the board of directors, changed its name, and will be known hereafter as the W. W. Wilson Stave Company. The action was taken at the annual stockholders meeting, which was held in Little Rock on January 8th. At the same meeting the following officers were elected: President, W. W. Wilson; vice-president and general manager, W. W. Roberts; secretary-treasurer, Alfred H. Burr.

W. A. TSCHUMY & COMPANY OPERATING FIVE MILLS

The Norfolk, Va., *Ledger*, in a recent issue, carried the following interesting notice concerning the manufacturing activities of our good advertising friends, W. A. Tschumy & Co., of Norfolk:

"Thousands of barrels and boxes are used by Norfolk industries every day for crating and shipping goods. The manufacture of staves and lumber for crating material is, therefore, in itself an important item of business.

"W. A. Tschumy & Company, 610 Citizens' National Bank Building, supply a large part of this material. Mr. Tschumy, who is the sole owner of the business, is now operating five mills in Virginia and North Carolina turning out high-grade slack cooperage. The products of this concern are used in the apple and potato sections throughout the country.

"Mr. Tschumy makes a specialty of manufacturing gum and pine staves, the gum being used for the making of barrels in which to ship fruit, flour, sugar, cement and garden truck. The pine staves are used principally for the making of barrels in which to ship lime, salt, plaster, glass and potatoes.

"After coming to Norfolk in 1906, Mr. Tschumy established a business of his own in 1908. From a small beginning he has developed his trade to important proportions and now has one of the largest of its kind in this section."

National Lumber Manufacturers' Association Offers a Solution of the Problem of Wood Waste

At a recent conference of the officers of the National Lumber Manufacturers' Association, held in Washington during January, announcement was made of what is believed to be an epochal development in the economics of the lumber and forest products industries. On the authority of Robert B. Allen, of Seattle, secretary-manager of the West Coast Lumbermen's Association, who has been in Washington in conference with the officers of the National Association, it was stated that after a long period of experimentation the problem of carbonizing wood wastes and converting them into briquettes of a thermal value equal to that of the best anthracite coal has been solved and practically developed. General introduction of the new industry made possible by this development is capable of effecting the utilization of the enormous waste materials of logging, lumbering and general wood products manufacture, with far-reaching effects on fuel supplies, metallurgical and chemical industries, reclamation of cut-over lands and reforestation of such lands as are not suitable for agriculture.

Not more than 40 per cent. on the average of a timber tree as it stands in the forest goes into the shape of lumber at the mill. The waste of limbs and unused portions of the trunk in the woods, and bark, sawdust, slabs and trimmings at the mill account for the remaining 60 per cent. Not all of this waste, from the lumber-product point of view, is waste of material, as varying utilization of these by-products is now made, from rough fuel to paper making and some degree of industrial chemical manufacture; but the amount of waste of material attendant upon the operation of the 30,000 sawmills and the countless other plants throughout the country using wood as raw material is in the aggregate stupendous.

The mill wastes themselves to which the new development will be primarily applied are placed by one authority at 46 to 56 per cent. of the volume of the logs milled. The kerf, or cut made by the saw, resulting in sawdust, accounts for 13.5 per cent. of an average log; the bark waste runs from 10 to 20 per cent.; edging and trimming represent 8.7 per cent.; slabs, the same; careless sawing, 3.5 per cent., and sizing to standard dimensions involves a material waste of 1.7 per cent. A fair-sized sawmill, producing 200,000 board feet of lumber daily will have 200 cords of waste material to dispose of. Probably considerably more than half of this material is now thrown into waste piles or burned because there is no market for its utilization. A striking feature of the ordinary sawmill or wood-working plant is the enormous cylindrical tower of the "burner" whose fires perpetually consume the debris occasioned by the manufacturing process. As much as possible of the waste is used in power production for the factories, and where markets are near, especially in regions where coal is scarce and costly, much is used for domestic and industrial fuel, either in the rough or "hogged" into small pieces.

Under the initial auspices of the West Coast Lumbermen's Association, the new carbonizing and briquetting process has been developed exhaustively in a plant at Centralia, Washington, under the direction of W. T. Dumbleton and W. A. Leuenberger, engineers, of Tacoma. This plant has demonstrated that on the most conservative calculation the waste of a 200,000 foot daily capacity mill will produce 60 tons of charcoal briquettes, at a manufacturing cost of $8 per ton, nothing being allowed for cost of material when the briquetting plant is operated in conjunction with the mill. If the by-products of 15 gallons of tar oil, 30,000 cubic feet of wood gas and seven gallons of acetone alcohol to each ton of briquettes are recovered, as they may easily be, virtually the entire cost of making the briquettes may be offset by their profits. It has not been practicable heretofore to distill these by-products from wood waste because the market for them was not extensive or profitable enough to carry the cost of operations. But in the Pacific Northwest, at least, remote from high-grade coals, which retail at as much as $15 a ton, there is now a large market for briquettes equal to anthracite; so that it is believed that complete utilization of mill wastes will be feasible.

The development of this carbonizing and briquetting process is important to the Pacific Northwest, outside of the economies it effects in the lumber industry, for one reason: namely, that region is without suitable local coal for domestic purposes, and has not been able to develop iron and steel industries for lack of a good coking coal adjacent to the large iron ore deposits of British Columbia, Oregon and California. The briquettes produced by the new process can be made of sufficient structural strength for successful use in blast furnaces, where the fuel must be able to stand a compression of about 300 pounds per cubic inch. Besides these two general uses the new fuel can be used for the manufacture of water gas and in place of lump charcoal in various ways. Owing to the long hauls, the best coal now obtainable on the Washington-Oregon coast retails at about $15 a ton.

The mills of Washington and Oregon produce about 9,000,000,000 feet of lumber a year. If they were all to introduce the new carbonizing and briquetting process their waste would make 2,700,000 tons of briquettes a year—enough to meet the requirements of that section for high-grade domestic fuel, as well as prospective metallurgical requirements on a large scale, without taking into consideration the carbonizing of logging waste. Applied to the entire lumber output of the United States the potential amount of fuel of equal quality to anthracite realized by this process would be near 10,000,000 tons. The same plant that makes the briquettes can produce the acetone, tar oil and gas, with some comparatively inexpensive additional equipment. The potential yield of these from the waste of all the mills of the United States is roughly calculated at 2,500,000 gallons of tar oil, 5,000,000,000 feet of gas and 1,000,000 gallons of acetone alcohol.

None of these calculations include logging wastes, about as large as the sawing wastes, all of which can be utilized by the new fuel making process. The significance of the utilization of this woods' waste is said to be of incalculable importance to the agricultural developments of cut-over lands. The stumps, roots, logs, limbs and slash generally that can be gathered in preparing cut-over land for the plow will go a long way toward meeting the cost of this expensive operation. It is also predicted that the new process will have an important bearing on the subject of reforestation, in that lumbermen have found it so expensive to clean up forest land, after logging operations, in such a manner as to favor second growth, that in practice cut-over lands are necessarily left in a condition favorable to fires and unfavorable to growth of the young trees. With a market for the material that needs to be cleaned up to promote new growth, lumbermen will have an offset, if not a profit, from this work.

General introduction of a practicable system of extracting high-grade fuel from wood wastes, together with the incidental by-products is of substantial interest to the general public, because profitable use of what has heretofore been wasted will naturally tend to check the tendency of lumber prices to rise with the depletion of the forests. At present the 30 or 40 per cent. of the tree that is utilized has to pay for itself, as well as the 60 or 70 per cent. that is wasted.

It is planned to erect ten briquetting mills in the near future, from Vancouver, British Columbia, on the north, to Marshfield, Oregon, on the south. The idea in having so many plants being to save transportation costs by locating the briquetting mills near to both sources of material and to markets. Where the briquetting plants are operated in conjunction with sawmills the transportation item is negligible, because the waste from the mills goes directly into the briquetting retorts; otherwise, the waste has to be "hogged," a technical term for chipping it into small pieces, in order to be susceptible to economical transportation.

In brief, according to Mr. Allen and his associates, success in developing this process of carbonizing and briquetting wood wastes means (1) an enormous saving in the lumber and forest products industries, (2) the production of a high-grade fuel at a reasonable price suitable for domestic purposes, (3) the development of iron and steel industries on the Pacific Coast, (4) production of large quantities of fuel gas, tar and acetone alcohol, (5) the facilitation of the clearing of large timber land suitable for agriculture, and (6) the reduction of the costs of reforestation on timber lands not suitable for agriculture to a point that will make reforestation practicable.

The problem of the salvaging of the appalling waste that up to the present has been an unavoidable burden upon all wood-using industries of major proportions, is apparently near a satisfactory solution. The cooperage industry will unquestionably be among the enthusiastic acclaimers of any effective method that can be employed to divert what is now a huge annual loss into the channels of utilization.

A new cooperage plant will be erected by the American Linseed Co., at Port Richmond, N. Y. The company's headquarters are at 233 Broadway, New York.

THE AMERICAN EXPORTER OF WOOD PRODUCTS FAILS TO KEEP POSTED ON IMPORTANT ECONOMIC CHANGES ABROAD

That the American exporter of forest products—lumber, cooperage, etc.—does not keep sufficiently well posted on economic conditions in foreign markets is a charge made in a recent issue of a Department of Commerce publication. Elaborating his indictment, the writer says, in substance, that our mill owners and exporters in most cases do not know for what specific purpose their stocks are wanted abroad, and their interest in their export orders ends when their goods leave the factory or docks. No individual or trade organization in this country, he continues, is in a position to forecast what the total foreign demand for their particular commodities will be this year, because they lack the comprehensive information service which our foreign colleagues enjoy through their export association activities.

There are a few progressive mill owners and exporters catering to a limited field abroad, who are well posted in regard to these markets; however, it can not always be said that these same concerns have a general knowledge of world conditions affecting their foreign trade which would enable them to place their stocks to the best advantage. It is found, too, that our exporters fail to check up trade information which they receive from their foreign connections. If they did, consignment practices would long ago have been curtailed. How many times have our exporters been told that foreign competition has caused prices on lumber and other forest products to drop, while such information might not tell the entire story? Many times such information is given out in order to have the American exporter reduce his price.

A progressive mill owner or exporter interested in foreign trade should follow foreign trade and economic conditions closely.

There are annually thousands of opportunities for the sale of American lumber and lumber products which our exporters and mill owners overlook because they do not follow developments abroad. They are leaving this business to their more enterprising and better-informed foreign colleagues. American lumber has largely been marketed abroad on the strength of its superior qualities and not through any special effort of our exporters.

BUREAU OF FOREIGN AND DOMESTIC COMMERCE GIVES SPECIFIC ILLUSTRATION OF THE VALUE OF ITS SERVICES TO COOPERAGE INTERESTS

Detailing a few of the concrete illustrations of the tangible benefits of the service which it maintains in the interest of domestic business houses, the Bureau of Foreign and Domestic Commerce, of the United States Department of Commerce, sets forth one instance in which a trade dispute, satisfactorily settled by a representative of the Bureau, induced a merchant in Valencia, Spain, to place an order with an American firm for approximately 200,000 kilos, or about 440,000 pounds of staves. This transaction was completed within the last few months and the staves have arrived in Valencia. Cooperage manufacturers and dealers who engage in foreign trade can add greatly to the safety of their export business if they will take advantage of the facilities, which range from authoritative local surveys to personal assistance in the negotiation of deals, which the Bureau offers them.

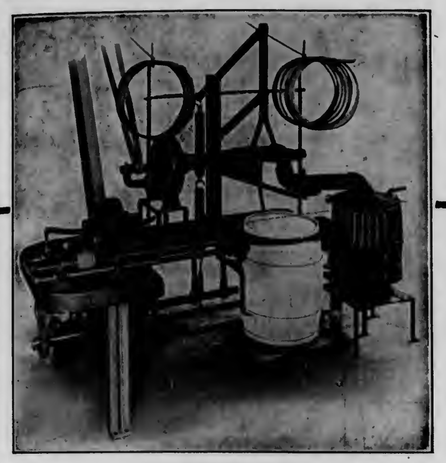
NEW LAW DIVISION ON FOREIGN CREDITS PROVES ITS VALUE TO COMMERCE

The Division of Commercial Laws in the Department of Commerce, in the eighteen months of its existence, has paid for itself many times over, according to A. J. Wolfe, chief of the division, who was in Philadelphia, January 18th, conferring with representatives of several houses that do a large foreign business.

The division, Mr. Wolfe said, has a list of the best legal talent abroad for use by American firms in the event of foreign legal difficulties or problems of non-litigious character. It has a fine working library of foreign commercial codes, available to lawyers, merchants and manufacturers of this city.

Mr. Wolfe's visit to Philadelphia was to give advice on credits and to organize local committees of lawyers, bankers and insurance men to co-operate with the department's office in Philadelphia. He invites credit men to consult with the department regarding collection of overdue accounts.

A new company which will manufacture barrels and kegs is the Oakland Cooperage Co., Brooklyn, N. Y. and the interested parties are W. M. Waldman and S. Rose. The capitalization is $15,000.



The highest point in machine efficiency is the

"Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

Are You Using a "Perfection?"

MARTEN, GRAHN & ANDRESEN
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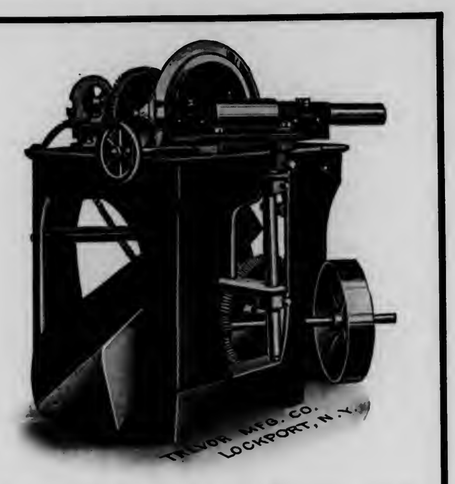

TREVOR Patent Automatic Heading Turner

The fastest and best built Turner—Frame cast solid—Correlated speed—Equally adapted to hard and soft woods. Built in three sizes for circling Heading for Barrels, Kegs, Pails, Tubs, Veneer Drums, Cheese Boxes and Hampers from 8-inch diameter up to 32-inch diameter.

We specialize in STAVE HEADING and HOOP MACHINERY

TREVOR MFG. CO. LOCKPORT, N. Y.

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FORTY-FIVE YEARS IN THE BUSINESS

Wm. H. Coleman Co.

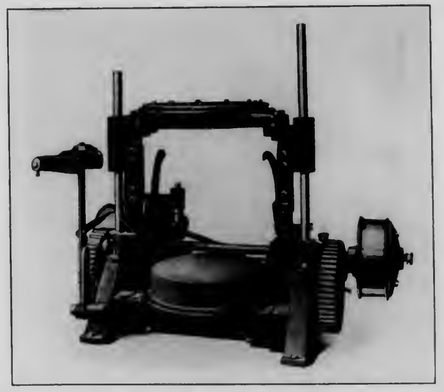
Jackson, Tennessee

MANUFACTURERS OF

TIGHT BARREL CIRCLED HEADING

Red Oak, White Oak and Ash
from 9" to 23" in diameter of the best quality

Write us when in the Market



Speed-Durability-Efficiency

are the three outstanding features of our

HEADING-UP MACHINE

FOR TIGHT BARRELS

Operates with

MINIMUM OF POWER and MAXIMUM OF EFFICIENCY

Handles packages from 5 to 55 gallons capacity. Machine delivered with one head—size optional with purchaser. Additional sizes furnished at nominal cost. Head changes made in 10 minutes.

Capacity, 700 to 1000 barrels daily

We will be glad to send you descriptive literature

CHAS. GROTNES MACHINE WORKS
CHICAGO :: :: ILLINOIS

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

IF IT IS ORAM'S IT IS RIGHT

THE BEST MACHINERY FOR THE BEST CONTAINERS

AND FOR MOST FOR THE USERS

"THE OLD RELIABLE" WOOD BARRELS

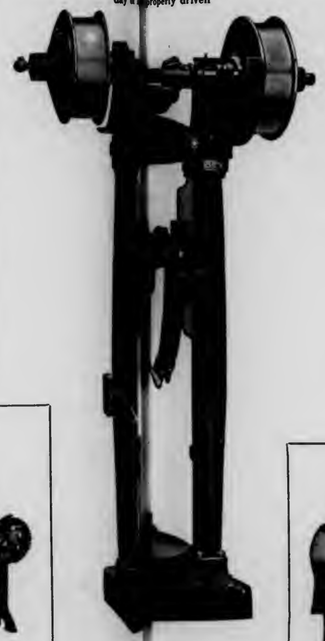
NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE

HEADING PLANER

"ORAM" STAVE DRIVING MACHINE

SIMPLE—DURABLE

Capacity—As fast as made. 600 to 1,000 packages per day if properly driven



STAVE JOINTER

NEW "ECONOMY" (PATENTED) HEADING-UP MACHINE

HOOP RIVETING MACHINE

USE OUR STEEL Truss Hoops "MADE RIGHT"

USE OUR STEEL Truss Hoops "MADE RIGHT"

PUNCHING, FLARING AND SHEARING MACHINE

WINDLASS

BARREL LATHE

FIFTY YEARS of "Knowing How"

ESTABLISHED 1872
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105 PAGE CATALOGUE
No. 22—New Issue
"Always the Best"

ASK ANYBODY

THE JOHN ORAM CO.

STAVE, HEADING AND BARREL MACHINERY

CLEVELAND, O. U. S. A.

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

TIGHT BINDING TEXT CUT OFF

Since 1850

this Company and its subsidiaries have been producing Tight Staves and Heading

LUCAS E. MOORE STAVE CO.

NEW ORLEANS **NEW YORK**

RELIABILITY!!

The whole category of business virtues are summed up in this word. Interpreted in terms of cooperage merchandising it means absolute and positive dependability in business practice—manufacturing and marketing.

It Covers

Seasoned Timber — Efficient Manufacture — Honest Grading and Count—Faithful Delivery—Just and Reasonable Prices—and a Fair and Square Selling Policy

Slack Cooperage Stock

STAVES
HOOPS
HEADING

Our reputation for Absolute Reliability *is firmly established*

THE VAIL-DONALDSON COMPANY

United Home Building - - - ST. LOUIS, MO.

United States Chamber of Commerce Makes Some Impertinent Suggestions to Manufacturers

Food for deep and serious cogitation on the part of cooperage stock and barrel manufacturers is presented in an article dealing with avoidable wastes in American industry recently promulgated by the Chamber of Commerce of the United States. The article in question carries many constructive suggestions along the line of simplification of design and limitation of variety in general commodities and points to a sensible and reasonable method of elimination of a large portion of the waste that at present characterizes most of our manufacturing processes.

The article states that "the avoidable waste in American industry is being rapidly eliminated, as shown in an industrial survey just made by the Fabricated Production Department of the Chamber of Commerce of the United States. Much of the progress made in reducing the percentage of waste, according to a statement issued by the Department, is due to cutting down the number of excess varieties and styles in the different commodity lines.

"However," the statement continues, "the evil of waste, in varying degrees of seriousness, is still present. It has been conservatively estimated that the avoidable waste in production is fully 25 per cent. That means one-quarter of all the effort, time and money expended in American factories is utterly lost. Admittedly many sources contribute to this 25 per cent., and no one element is responsible for all. Yet we are told that excess variety and lack of standardization is one of the most outstanding wastes chargeable to management.

"In numerous commodity lines varieties have been pyramiding to such an extent that the science of mass production, for which America is known the world over, is being lost. It would seem that one of the most essential lessons taught by the war has been entirely forgotten. There has been much catering to the whims and fancies of the customer, and a persistent endeavor to satisfy the insatiable demand for something different.

"In production, small variety and large volume is the ideal. The possibilities are present to a varying extent in all industries. To realize this ideal, simplification and standardization are vitally necessary, in fact of first importance and consideration. Each line must pay its way and justify its continuation.

"Furthermore, simplification and standardization need not be confined to the completed product. Its application is being extended to such items as crates, barrels, cartons, accessories, component parts, colors, brands, grades, finishes, capacities, performance, terminology and specifications. Each of these present possibilities for worthwhile savings.

"It must be observed that to simplify in no way implies reducing a product to a common pattern, nor does it tend to stifle individuality or hamper advancement. On the contrary, it has been conclusively demonstrated that development and progress are greatly facilitated because efforts can be concentrated on fewer items. Among the chief functions of simplification are elimination of waste, increase of productivity and better service to the public.

"The question may now properly arise as to how simplification can be carried out. Two methods of proven success suggest themselves:

"a. By individual efforts.

"b. By co-operative efforts of an entire industry through an association.

"Regardless of their competitors, many concerns appreciating the economies of simplification have determined to supply what is necessary for the trade and to eliminate the excess. The result of such a policy has been very tersely stated by a manufacturing executive: 'We have increased our productive effectiveness in direct ratio as we simplified our output.'

"One well known paper company has reduced 377 kinds of paper to 56. Over two thousand varieties of hammers, axes, sledges and files have been eliminated from one manufacturer's line of tools.

"Regardless of how fastidious, a man can surely find a satisfactory collar from a selection of 25 styles. At least that was the thought of one concern as they reduced their list of styles from 150 to 25.

"Among organized lines are found striking instances of co-operative action. Manufacturers of laboratory apparatus have, through joint effort, discarded 1,400 items out of a total list of 2,800. Beds, both metal and wood, have recently been made standard as regards dimensions. They are now made in a few sizes instead of the almost innumerable varieties previously existing. The economies from this undertaking will be realized not alone by the bed manufacturers, but by the producers of mattresses, springs and blankets as well."

While cooperage does not stand out as a conspicuous example of a too variegated line, there are unquestionably quite a few types and sizes of stave containers that could be stricken from the list of our products without the industry suffering any embarrassment either in prestige or business. Conservative elimination could be practiced with beneficial results to our general manufacturing activities, but the cutting down would necessarily have to be accomplished with sober judgment. The charges of "catering to the whims and fancies of the customers" or of indulging in "a persistent endeavor to satisfy the insatiable demand for something different" can not be levied against the cooperage industry—on the contrary, we have in the past been accused of callous indifference to the needs of some barrel patrons and a disposition to force them to "fit their products to our containers;" whether this accusation could be substantiated, or whether it had its source in unwarranted disgruntlement, is a matter of no great importance at present—the fact remains that simplification and standardization, such as the Chamber of Commerce advocates, could be applied to the cooperage industry with considerable saving and consequent profit.

ARE RECKONING ON SIBERIAN TIMBER FOR PACIFIC MARKETS

Belief that American capital will shortly enter Siberia to develop the enormous forests of that country is expressed by M. Anisimov, directing manager of the State Timber Industry Trust (Exploles) of Chita. Mr. Anisimov said in a recent interview given in Harbin and broadcasted through one of our national dailies:

"Prospects of the lumber industry, especially in the Amur and Maritime Provinces, are immense. We possess 313,000,000 acres of forest land, which also have a river outlet to the Pacific. Along the Amur River system alone it is possible to fell 300,000,000 cubic feet of timber yearly without damaging the forests.

"We must, and soon shall be, in connection with the United States, the principal suppliers of wood to Pacific markets. The variety and high quality of our timber are its best pledge of success.

"Markets needing timber are close at hand. The distance from our ports, Nikolaievsk and Vladivostok, to the ports of Japan and China is one-fourth to one-third the distance to those ports from America. Besides, if America, despite the great distance of shipping and the high cost of production, can export, business will be subject to most favorable conditions.

"In natural trade competition with the United States, the advantages are all on our side; cheap lumber, cheap labor, and cheap and short shipments. The Exploles has already received large orders for timber suitable for building railway sleeping cars.

"Private capital displays some interest in the forests of Siberia, but except for American and Japanese, it is not active enough. Japanese capital naturally is drawn toward our lumber industry, but political conditions have so far prevented any concrete results.

"For some time American lumber circles have been reckoning upon the coming export of Siberian timber to Pacific markets, and it is reasonable to expect that American capital will be the first to invest in the lumber industry of Siberia. A number of inquiries already have been received from the United States regarding concessions."

"CUT-OVER" LAND STEADILY INCREASING. RECLAMATION METHODS INADEQUATE

Pointing out that the area of cut-over forest lands in the United States has increased in the last decade from 144,000,000 to 213,000,000 acres, of which a considerable part is devastated and unproductive, the National Forest Reservation Commission, through its president, the Secretary of War, reported to Congress that the means employed by State, Federal and private agencies for reclaiming this land and again making it productive were entirely inadequate.

In ten years only about 10,000,000 acres, including lands which have been purchased by the Federal Government for Eastern national parks, have been placed under management.

FEDERAL SUGAR REFINERY RESUMES OPERATIONS

The Federal Sugar Refining Company's large plant at Yonkers, N. Y., closed for eight weeks, has reopened and about 1,200 workers who were laid off in October have been taken back.

NEW ORLEANS' NEW INDUSTRIAL CANAL NEAR COMPLETION

New Orleans' greatest project—not only in the matter of cost, but in daring of conception and success in execution—is nearing completion.

The Industrial Canal, or inner harbor, will be opened to traffic late in January, though the formal dedication will not take place until April, during the national foreign trade convention.

The canal has cost about $20,000,000 already. How much the ultimate cost will be cannot be closely estimated. The $20,000,000 has simply paid for the lock, larger than any of the Panama Canal's, and the "pilot canal" connecting the Mississippi River with Lake Pontchartrain.

The district through which the canal runs is virgin territory, so far as development is concerned. An immense industrial center, given a fixed-level water frontage by the construction of laterals leading from the canal, can be created there and plotted as ideally as engineers would draw the plans upon blank paper.

The Dock Board, which built this publicly-owned, publicly-operated facility, will begin construction soon on a concrete wharf 2,200 feet long, with a steel shed on top, to cost $1,800,000.

A large steel company has obtained a site on the canal and will establish a permanent shipping center there. A roofing-manufacturing plant in the canal zone has been operating for some time.

The reason why more industries have not already established there is that the Dock Board has not yet worked out the arrangements under which frontage can be had. The board has been engaged upon this problem for a year, and still has an immense amount of work to do before it can reach final conclusions. The problem is to make sites available at the lowest possible rate and, at the same time, make the facility pay for itself. Above all, the Dock Board is determined that the principle of public ownership, to which this port is dedicated, shall not be weakened.

The canal is five miles long. It thus provides ten miles of waterside facilities, assuming that no laterals or industrial basins would be created. But the canal itself, in the development scheme, is to serve only as a feeder to miles and miles of these laterals, and the industries will be so grouped that those using the by-products of other industries will be so close to them that handling expenses will be reduced to a minimum.

The building of the canal represents a remarkable engineering triumph over soil conditions that were thought insuperable. The lock walls are 1,018 feet long, 55 feet high and 12 feet thick. There are ten lock gates, 51 feet high and 65 feet wide. Each gate weighs 250 tons. All are electrically operated. Likewise, there is an emergency dam, weighing hundreds of tons, which can be dropped across the lock opening in the event of the gates refusing to work.

This safety device was put in as a protection against the possibility of the interior being flooded by the Mississippi River at flood level. The depth of water over the lock-sill will be thirty-one feet.

NEW TURPENTINE COMPANY CHARTERED

Turpentine will be the product of the Atlantic Turpentine Company, recently chartered at St. George, S. C., with H. H. Cross as president and with $1,000,000 capital.

27 RAILROADS REPORTED PLANNING TO SPEND $350,000,000 THIS YEAR

Indications of record expenditures by the nation's railroads for new equipment and improvements for the current year were pointed out, January 5th, by the *Railway Age*, Chicago, which stated it had received information that twenty-seven roads planned to spend more than $350,000,000 this year.

Officials of these railways, representing about 40 per cent. of the nation's trackage, were reported planning even greater expenditures than now decided if conditions were favorable.

AMERICAN COTTON OIL COMPANY WILL CLOSE EIGHT OF ITS MILLS

Lyman N. Hine, president of the American Cotton Oil Company, has confirmed recent reports that eight of the company's mills in the South would be closed and the divisional headquarters in Atlanta transferred to Memphis, Tenn. Some of the mills already had been shut down, Mr. Hine said, and others would be as soon as possible.

The decision to reduce the company's crushing capacity was reached three weeks ago, Mr. Hine said, and six mills in Georgia and two in South Carolina were selected for abandonment.

Slack Barrel Trade Extension Representative Andrew C. Hughes Delivers Address Before Missouri State Horticultural Society

At a meeting of the Missouri State Horticultural Society, held at Joplin, Missouri, on December 15th, Mr. Andrew C. Hughes, trade extension representative of the slack branch of The Associated Cooperage Industries of America, spoke to the assemblage on the subject, "Barrel and Barrelette for the Packing and Marketing of Apples." His address follows:

"Success in large industries has been acquired through the production of a standard product. This standardization of production has contributed in a very large degree to the development and growth of great industries. Farm produce can not be standardized so effectually as manufactured articles because of the varying conditions and actions of the elements, peculiar conditions of the soil and geographical situations, but the farmer can grade his products of a season and in that way greatly facilitate his marketing.

"The first requisite of the apple grower is to standardize his methods of production. A manufacturing plant that is successful makes products of good quality, after which little difficulty is encountered in distribution; likewise the apple grower must produce successful crops; he must produce quantity as well as quality, and must so standardize his methods of production that he can count pretty definitely on what his crop is to be. Not only to know how much the acre yields, but how excellent the quality.

"To do this he must successfully cultivate, fertilize, spray, prune and break the land in order to find the needs of each crop and plan to meet all conditions.

"But much of all this care and money spent goes for naught if the fruit grower fails to observe certain standardized suggestions regarding the packing and grading of his product.

"The advantages of grading apples for the market and packing them in dependable, attractive containers fixes a standard for the market. With proper grading and packing the cost of marketing decreases because the poorer products are not shipped to the market. The portion which has small value, due to poor quality, is better turned into the vinegar mill or evaporator. When such is shipped the distributor frequently needs to dispose of it for a very low price and often at an entire loss. It does not pay for handling.

"When apples are advertised as branded goods they become widely known to the public. No better way serves to advertise the product than good apples packed in wooden barrels that are branded. Advertising and selling apples in clean, wooden barrels is a valuable sales policy to adopt because, first, the wooden barrel is the tried and efficient container. It protects its contents from injury in transit, from outside contamination, from atmospheric conditions, the barrel being readily adaptable for ventilation when needed, and air-tight solidarity when necessary. Secondly, it facilitates the sales of apples in larger quantities, and when honestly packed, eliminates the employ of inspectors. It not only allows cheaper distribution but certainly facilitates storing and handling. Apples packed in barrels are stored with much greater assurance of a good selling price because everybody knows that cheap grades of apples are not likely to be stored.

"When stored in grade it will allow the general warrant of negotiable warehouse receipt, so that, the grower can withdraw his property or a portion of it any time he wishes without confusion in warehouse work.

"Graded apples packed in wooden barrels have standard value and are sometimes used for obtaining loans that can be held until a higher price warrants their sale.

"Buyers and sellers of apples are doubly protected from unscrupulous practices which are becoming so common in the marketing of some ungraded farm products.

"Barreled apples offer opportunities to trade in futures which are quite commonly bought and sold, as dealers must demand some definite standard which they are buying and selling when they are dealing in futures. Barreled apples help to establish an export market because the barrel protects a standard product in the local market which naturally reflects to the export market.

"Buyers and consumers of apples most frequently purchase by eye, and a graded article, properly packed, will present a much more attractive appearance than an ungraded product.

"To assist the apple growers of America to facilitate the sale of graded apples very materially, The Associated Cooperage Industries of America, with the co-operation of the manufacturing coopers of our country, have this year placed on the market a container which meets the needs of the consumer because of the tendency toward the marketing of food products in smaller packages. This package is of standard half-barrel size, and is known as 'The Barrelette.'

"The Associated Cooperage Industries of America, before placing this article on the market, made a careful investigation of these requirements along these lines, with success sufficiently to feel that this package fully supplies that need.

"A two-fold motive actuated the industry in this undertaking; first, to protect its own market for fruit packages, and secondly, as a contribution of good will toward the development and welfare of the apple industry.

"The design of 'The Barrelette' conforms to dimensions which permit a pleasing display of fancy fruit in the head surface which is a necessary requisite to stimulate patronage of fancy grades of apples which are largely distributed in the retail trade. This feature of the barrelette makes it adaptable to economic packing without impairing the qualities that have made the barrel the standard container for shipping all kinds of foods and commodities. The diameter of the head of 15½ inches bears relatively a larger relation to the height of the package than is the case of the whole barrel.

"The cubical capacity of the barrelette is one-half that of a standard apple barrel and has been approved by the Bureau of Standards, United States Department of Agriculture, as a legal container for apples. Its capacity makes it an exceedingly attractive package for the householder, who would not purchase a full barrel of apples. The barrelette has proved an ideal container for this summer's export trade. Its cost to store, governed by cubical storage charges, is but one-half of that charged for the full barrel, or thereabout. It has ceased to be an experiment as a new package, having been extensively used this past season by growers east of the Mississippi River, and it is confidently expected to recover much of the domestic and foreign markets that in recent years have been largely supplied by the western boxed apple.

"While the initial cost of two barrelettes is somewhat greater than that of a whole barrel, its use as a container for fancy grades of apples has, and will, continue to net a higher realization than on the ordinary standard barrel of apples.

"From the standpoint of economy in packing, ease of handling, adaptability to storage and convenient capacity for home use, it is unquestionably the ideal container and should prove a profitable investment for far-seeing growers and shippers who specialize in catering to the needs of discriminating consumers."

Barrels and Barrelettes on Display at Maryland State Horticultural Society Meeting at Frederick, Maryland

From January 10th to 12th the Maryland State Horticultural Society held their 25th annual meeting at Frederick, Maryland. Trade extension representative Hughes, who was present by invitation of the society, makes the following report on the convention:

"By invitation of secretary Shaw, attended the 25th anniversary meeting of the Maryland State Horticultural Society, at Frederick, Md., January 10th-11th. The meeting was attended by about 200 growers operating in the States of Virginia, Delaware and Maryland.

"Six other State organizations held their conventions simultaneously: The Maryland Agricultural Society, the Maryland Crop Improvement Association, the Maryland State Dairymen's Association, the Maryland Beekeepers' Association, the Maryland State Sheep Growers' Association, the Maryland Tobacco Growers' Association.

"Several hundred farmers were present and attended their respective conventions.

"Was given a place on the program and addressed a large audience of farmers and apple growers on the merits of the barrel and barrelette. Had a barrel and barrelette on display, and our new pamphlet, 'Slack Barrels for Fruits and Vegetables,' was distributed.

"During my address was asked by a prominent grower for testimonials about the barrelette from growers who used this package last year; only verbal expressions of approval could be given. Respectfully request any members who may have, or can secure such testimonials to send them to the association office to be used on similar occasions in the future.

"President Cohill, of the State Horticultural Society, publicly thanked the equipment industries for their spirit of co-operation. The presence of a representative of the National Association of the Cooperage Industry was considered that of good will and should bring results when cooperage needs are required."

Slack Barrel Boosted at Convention of New York State Horticultural Society at Rochester, New York

On the same dates that the Maryland Horticultural Society was in annual session at Frederick, Maryland, the New York State Horticultural Society held their yearly meeting in Rochester, N. Y. Representative Hughes appeared at this convention on January 12th, the result of his visit being set forth in his report, which is as follows:

"Attended the annual meeting and exhibit of the above society, held at Edgerton Park, Rochester, N. Y., January 10th-11th-12th. Because of the New York show being held on same dates as the Frederick, Md., meeting, and being obliged to divide my time at both meetings, my arrival in Rochester was delayed until Jan. 12th.

"The exhibition was of splendid magnitude and included a full and varied line of farm equipment by about 115 exhibitors. We had on display a complete assortment of fruit and vegetable barrels and barrelettes. An attractive barrel advertisement was printed on full page of the program. Slack barrel literature was freely distributed among the growers.

"Renewed our membership in the society for 1923, which entitles us to a full list of members which will be circularized later.

"Interviewed considerable number of growers and officials of chemical concerns, with good prospects for practical results later in the season. By appointment met the general manager, Mr. Peet, of the Western New York Fruit Growers' Co-operative Packing Association, Inc., for the purpose of obtaining the best information available in regard to patronage from the forty packing house associations of western New York, who procure cooperage almost exclusively through this central organization. Was informed by Mr. Robson, assistant general manager and purchasing agent, that his department had circularized all the local units on the first of January requesting requisitions for containers for 50 per cent. of 1923 crop.

"The barrelette caused considerable and favorable comment among growers who examined it. Have appointments to meet several large dealers in farm supplies at the Pennsylvania State Farm Products Show, next week.

"The educational and trade promotion value of exhibiting slack barrels at these various State farm shows should prove advantageous to our members when cooperage is needed.

Trade Opportunities Developed at Rochester

Joseph Harris Company, Coldwater, N. Y., apple barrels and barrelettes.

Mr. Amos S. Avery, Northern Orchard Company, Peru, N. Y., apple barrels and barrelettes.

Mr. W. S. Teator, Upper Red Hook, N. Y., apple barrels and barrelettes.

Mr. Harry Glidden, Holly, N. Y., apple barrels and barrelettes.

Mr. Thomas Mack, Holly, N. Y., apple barrels and barrelettes.

Mr. A. T. Verney, Le Roy, N. Y., barrelettes for pears.

Messrs. Turpin and Parks, Olton, N. Y., barrelettes for pears.

Mr. B. D. Luddington, Holly, N. Y., apple barrels and barrelettes."

Mr. E. O. Worth, Mondamin, Ia., barrels and barrelettes.

Mr. H. G. Patten, manager, Iowa Apple Growers Inc., Charles City, Ia., nested and finished barrels.

Mr. J. M. Bechtel, Hamburg, Ia., 2,000 barrels in March, 1923.

Mr. J. F. Finnel, Hamburg, Ia., barrelettes, March 1923.

Mr. H. H. Whitefield, Peru, Neb., barrels and barrelettes, March, 1923.

Mr. F. V. Metcalf, Mondamin, Ia., barrels and barrelettes, March, 1923.

Mr. C. H. Larison, Mondamin, Ia., barrels and barrelettes, March, 1923.

Mr. M. J. Worth, Mondamin, Iowa, barrelettes in car lots.

Mr. P. A. Niles, Missouri Valley, Iowa, barrelettes in car lots.

Mr. Simon Casady, Jr., South West 12th and Creston Ave., Des Moines, Iowa, barrelettes in car lots.

Mr. Charles W. Steinman, Dalton, Mo., barrelettes in car lots.

Central States Orchard Company, Route No. 4, St. Joseph, Mo., barrelettes in car lots.

Central States Orchard Company, Mr. J. L. Stivers, manager, Auburn, Neb., barrelettes in car lots.

Central States Orchard Company, Mr. Arthur Young, manager, Utica, Mo., barrelettes in car lots.

Dr. Varde Worstell, Corning, Ia., barrels and barrelettes, also apple barrel stock.

Mr. A. A. Simons, Hamburg, Ia., barrels and barrelettes.

MEMBERS OF FREIGHT CLAIM DIVISION AMERICAN RAILWAYS ASSOCIATION EXPRESS APPROVAL OF WOODEN BARREL AS SHIPPING CONTAINER FOR FOOD STUFFS

Field Representative A. C. Hughes attended the American Fruit and Vegetable Shippers' Convention, held at the Sherman Hotel, Chicago, January 17th-19th, and reporting on the meeting, says:

"I attended the fifth annual business meeting of the American Fruit and Vegetable Shippers' Association, held at the Sherman Hotel, Chicago, January 17th-18th-19th, directly after attending the conference called by the Secretary of Commerce covering the matter of simplification of food containers, in Washington.

"Had a full line of fruit and vegetable packages on display.

"Several shippers in Eastern section very much interested in the barrelette and stated they would use it this season.

"An attendance of about 1,200 delegates from all parts of the country and representing all branches of horticultural and agricultural industries offered splendid opportunities to meet and converse with users of slack cooperage.

"Commission men, jobbers and growers in large numbers viewed our exhibit and took away with them several hundred copies of our new pamphlet, 'Slack Barrels for Fruit and Vegetables.'

"One entire day of the convention was devoted to addresses by railroad executives. Several of the latter, together with two members of the Freight Claims Division, American Railways Association, were highly interested in our exhibit and expressed approval of wood barrels as strong and safe containers for shipment of food commodities, etc., as compared with other kinds of containers.

"Vegetable growers are interested in the wooden barrel as well as future prices for cooperage.

"In this connection, might state that our exhibit opened up a great deal of interest in the use of wooden barrels for different kinds of vegetables that are now being crated and many promises were made to consider same when the season opens."

ASSOCIATION BULLETIN, NO. 200

Association Secretary Hirt in this bulletin devotes much space to a discussion to the proposed amendment to the present act governing bills of lading in interstate and foreign commerce. The bulletin is reprinted herewith.

Bills of Lading

Senator Pomerene recently introduced a revised draft of S-2530 to amend and supplement an act entitled "An act relating to bills of lading in interstate and foreign commerce," approved August 29, 1916. The new bill is S-4107 and contains changes resulting from the hearings held April, 1922, before the Pomerene sub-committee of the Senate Interstate Commerce Committee.

The provisions of the act (Section 14), which authorize a court of competent jurisdiction to order the delivery of goods in cases where an order bill of lading has been lost, would be amended to authorize a court also to decree the execution of a new order bill of lading. An indemnity bond, with sufficient surety would be exacted to protect the carrier or any person injured not only from loss or liability by reason of the original order bill of lading remaining outstanding, but also against any loss occasioned by the execution of the new order bill of lading or by reason of any voluntary settlement made in good faith by the carrier with one presenting the original order bill of lading.

The bill further stipulates that no rights, actions, respect to loading by shippers, as according to the present law when the goods are described in a bill of lading merely by a statement of marks or labels or by a statement that the goods are said to be of a certain kind or quantity, or in a certain condition, etc., the carrier is not liable for loss where goods are loaded by shipper.

A new provision would also prohibit carriers from inserting in bills of lading the words "Shipper's weight load and count," or words of similar import when the goods are loaded by shipper at a public team track or public freight house or platform where the carrier maintains a freight agency and when the carrier is given a reasonable opportunity to count the goods and assure proper description thereof.

The carriers' liability after a bill of lading has been properly issued would be in the case of a straight bill of lading, to the consignee named therein instead of the owner of the goods, and to the holder of an order bill of lading, as under the present law.

Section 28 provides that a bill of lading may be transferred by the holder by delivery, accompanied with an agreement, express or implied, to transfer the title to the bill or to the goods represented thereby. A straight bill of lading can not be negotiated and the endorsement of such a bill gives the transferee no additional right.

The bill further stipulates that no rights, actions, prosecutions or proceedings or causes thereof under the act approved August 29, 1916, shall be affected by this act and the same are fully preserved to all intents and purposes as if this act had not been passed.

The bill has been referred to the Senate Committee on Interstate Commerce and would become effective on the first day of January following its passage.

Conference on Packages, Washington, D. C., January 16th

The Secretary of Commerce, Herbert C. Hoover, has called a conference to be held under the auspices of the Division of Simplified Practice, at Washington, D. C., January 16th, the purpose of which is to consider the subject of simplification of food containers. An invitation to attend the conference has been extended our association, and your secretary is therefore planning to be in Washington, January 16th.

Refund of Income Taxes

Under a recent ruling of the Bureau of Internal Revenue, claims for refund of Federal taxes may be filed at any time within four years from the date of payment of the taxes.

Trade Opportunities

F. Derizanz & Company, San Juan, Porto Rico, are in the market for barrels and shooks of the kind used for packing stripped tobacco.

Barrel staves (oak oval-shaped claret staves) are required in France. Agency desired. Quotations c. i. f. French port; terms: cash against documents or by letter of credit in New York. Further information may be had from Bureau of Foreign and Domestic Commerce, Washington, D. C., or branch offices. Refer Opportunity 4782.

Cooperage shooks for wine barrels needed in Argentina. Agency from manufacturer desired. Correspondence, Spanish. Further details from Bureau of Foreign and Domestic Commerce, Washington. Refer Opportunity, No. 4783.

The Dow Chemical Company, Mr. J. E. LeFevre, purchasing department, Midland, Mich., desires quotations on 2000 fifty and fifty-five-gallon second-hand tight barrels to be used for lime sulphur solution.

The Wyoming Sugar Company, David Eccles Bldg., Ogden, Utah, expect to be in the market very soon for a supply of wooden kegs for the shipping of powdered sugar, to contain a net weight of 25 pounds, to be lined with paper or some other substance suitable for this kind of container. These people wish to get into communication with concerns in position to supply such kegs, and desire to know the approximate cost.

They have never before been called upon to use kegs for sugar purposes, and are therefore open to receive suggestions and complete information.

Have advised the Wyoming Sugar Company that we are submitting their inquiry to our members for attention.

Mr. Howard W. Ambruster, 261 Broadway, New York City, has asked us to notify our members within shipping distance of Salt Lake City that he is in the market for hard wood heads, not less than ¾ inch thick, either one piece or, if pieced, to be tongued and grooved, and glued or Lindermanized for heading 19⅛ inches in diameter. He wishes quotations on both carload and less carload lots, freight allowed to Salt Lake City, Utah, on both shooks to make the heads and the finished heads themselves.

ADEQUATE TRANSPORTATION VITAL TO NATION'S BUSINESS LIFE

Railroad prosperity in the United States is a fundamental necessity, for, until there are more lines, terminals, cars, locomotives and other facilities, industry cannot expand, according to Elisha Lee, vice-president, Eastern region, Pennsylvania Railroad System.

Mr. Lee told of this need in an address on "The Development of Transportation and Its Effects Upon Industries" before the Foremen's Club of the Philadelphia Industrial Association at the Stetson Auditorium, January 12th. The speaker asserted that transportation always has paved the way for human progress, and that it was vital to Nation's Business Life.

"In our great machine of business," he said, "if any part runs too slow or too fast, the result may be to clog the whole. In every period of business activity a point is reached where the clogging of the railroads automatically checks expansion. We are in such a period now. I doubt if there is an industry of any kind in Philadelphia that has not in recent months suffered from car shortages, embargoes or freight delays due to congestion.

"What is needed is to set the railroads free from restraints. In days gone by, when they were free, they went ahead very fast and made it possible for us to become the leading industrial nation. While that lasted we had the lowest rates, best service and highest wages of any railroads in the world.

"Some of the roads were making money, and politicians seemed to imagine this threatened very grave disaster to the country. Rich and successful farms, factories and banks have always been looked upon as blessings; then, why not rich and successful railroads?

"At present regulation is working on the theory that a return of 5¾ per cent. on the investment is enough to put new life in the railroads. Why should a man risk his money to help a railroad get new facilities when the most he can hope for is 5¾ per cent., and he may lose all? Why should he take that chance when, contrary to what some politicians say, railroads are not guaranteed a cent, and he could get nearly 5¾ per cent. in a gilt-edge first mortgage on real estate, or when, with no more risk than in railroading, he may get 10, 20 or 30 per cent. in banking, building, merchandising, mining or manufacturing?

"What is required is an aggressive demand for fair and just and helpful treatment of the railroads coming from those whose livelihood depends upon good railroad service."

Philadelphia industries, Mr. Lee said, have better railroad service than any other city in the United States, having more private sidings into industrial plants, enjoying lowest costs of handling in and outbound freight, more public team tracks for delivery and receipt of freight than any other American city, and because of the more than 1000 miles of trackage within the city limits.

NEW ENGLAND RATE ARGUMENT FINISHED

Oral argument in the case brought by railroads west of the Hudson River to challenge the order of the Interstate Commerce Commission granting New England railroads a 15 per cent. increase in the division of joint freight rates was concluded in the Supreme Court at Washington, January 10th.

It was presented in behalf of the roads by Walter C. Noyes, representing the Delaware & Hudson; H. A. Taylor, for the Erie, and Alexander H. Elder, for the Central of New Jersey. For the New England railroads, Charles F. Choate, Jr., appeared, while the commerce commission was represented by Walker D. Hines.

Judge Noyes contested the order on the grounds that it was illegal because "blanket" in character. Counsel for the Erie and the Central of New Jersey contended it was incumbent upon the commission to deal with their railroads separately.

Mr. Choate asserted that the court, having sustained the power of the commission to direct increases in intrastate rates by States and groups, it must also have the power to extend by groups the further relief necessary.

Mr. Hines said the commission had allotted the New England carriers more equitable compensation.

PURCHASES STAVE BOLT PLANT

The plant of the Grant Manufacturing Company, Newport, Arkansas, one of the largest stave bolt factories in northeast Arkansas, has been purchased by J. E. Williams, a local merchant. Operation of the factory will continue undisturbed by the change of ownership. The late owner, W. B. Grant, was recently killed in an automobile accident.

CALIFORNIA'S OIL OUTPUT BREAKS RECORD

California's production of petroleum in 1922 broke all records. Output was 139,000,000 barrels, a gain of 24,000,000 over the previous year. This represents one-fourth of the crude oil produced in the United States.

The great increase in the production of refinable crudes is due to activity in the new oil fields of Los Angeles and Orange Counties, with output of 41,000,000 barrels.

The rapid drilling in Southern California caused a reduction in the price of crude in July, 1922, to sixty cents a barrel for oil under twenty degrees Baumé. Since that time the price has remained firm.

Consumption has been greatly increased by shipments to the Atlantic coast via the Panama Canal.

Differentials in prices and transportation costs between California crudes and the so-called Mexican light crude are enabling California marketers to ship oil in quantities estimated as high as 50,000 barrels daily. This condition has created a new outlet for California petroleum.

California production still leads consumption by about 2,000,000 barrels monthly. In addition, it is estimated that 2,000 wells, with a normal output of about 72,000 barrels, are shut down. A large part of the oil shut in is heavy grade.

Oil in storage at the end of December was about 1,000,000 barrels in excess of the storage of May, 1915, the previous high record for stored oil.

Drilling was concentrated in the Huntington Beach, Long Beach and Santa Fe Springs oil fields during 1922, and greatly curtailed in the other fields, especially in the San Joaquin Valley. Very few wells are being drilled in the oil fields of Fresno, Santa Barbara and Ventura Counties. On the whole, however, more new wells were reported to the State Oil and Gas Supervisor in 1922 than in 1921. A total of 1,439 new wells was reported in 1922 and 1,287 new wells in 1921; 799 new wells, 55 per cent. of the drilling of the State, were reported in the three new fields: Huntington Beach, 193 wells; Long Beach, 348 wells; Santa Fe Springs, 258 wells.

The rate of production of California petroleum has its high and low points, like every other oil-producing district, in the inexorable workings of the law of supply and demand. It would seem possible, however, by careful study of development problems and intelligent effort, to level off some of the extremely high and low points in the curve.

Sometimes when oil is badly needed, as in the war period, operators do not know where to get it, or how best to get the maximum output with minimum use of money, men and materials. In the present condition much oil is available, but is being produced like a big gusher out of control, because there is not the proper economic machinery to regulate the flow.

WILL MAKE 1,000 BUTTER TUBS DAILY

Butter tubs are purchased in the spring and summer by creameries and factories. Therefore, the A. H. Arnold & Brother tub factory on West Washington Street, Bloomington, Ill., started full force, January 2nd, immediately after New Years, to prepare for the coming business. The output of the plant will be 1,000 tubs daily.

Although last year was a poor one for most factories, and the Arnold firm suffered with many others because of the high cost of materials and the comparatively lower price received for finished products, still it turned out 95,000 tubs, practically all of which were sold, there remaining only a few stored in the basement at the present time.

"Few persons in Bloomington, says the Bloomington *Bulletin*, in a recent issue, "know much about this west-side factory. It has grown up in the last few years, and is backed by a couple of Chicago boys with ambitions that augur well for the growth of this industry in the city. The Arnolds also own a controlling interest in another factory in the northern part of Wisconsin. W. J. Croke is the local manager, and Mr. Freedlund, a man of many years experience as a cooper in Elgin factories, is in direct charge of the manufacturing.

"The staves for the butter tubs arrive in double lengths and the bottoms in squares which must be cut in circles. The task of the workmen is to plane and cut the staves and fit them to become perfect walls of a tub. The equipment includes machines for finishing the tubs, jamming on the hoops and bottom, and sand-papering them."

The next season's work is expected to continue with a more or less full force until some time next October or November.

DAILY OIL OUTPUT GAINS 11,300 BARRELS

The daily average gross crude oil production of the United States increased 11,300 barrels for the week ending January 6th, totaling 1,752,500, compared with 1,741,200 barrels for the preceding week, reports the American Petroleum Institute, New York, January 11th. The daily average production east of the Rocky Mountains was 1,637,500 barrels, an increase of 5,000.

Oklahoma-Kansas showed a daily average gross production of 495,000, a decrease of 600; North Texas a decrease of 250, Central Texas an increase of 1,050, North Louisiana a decrease of 450 and Arkansas an increase of 2,050. In Oklahoma production of the Osage Nation was shown as 124,600 barrels, against 126,700; Tonkawa, 33,150, against 29,800; Lyons-Quinn, 11,100, against 11,050, and the Bristow Pool, 58,600, against 58,500.

The Mexia Pool, Central Texas, was reported at 55,800, against 85,950; Maynesville, North Louisiana, 42,300, against 42,150; El Dorado, Arkansas, 22,350, against 22,900, and Smackover, Arkansas, 96,000, against 93,400. In the Gulf Coast field Hull reported at 33,500, against 30,000, and West Columbia 25,800, against 26,500.

No changes were reported in crude-oil prices for the major districts, Mid-Continent crude oil being quoted at 90 cents to $1.80 a barrel, according to the gravity of the oil; Pennsylvania at $3.25 and Gulf Coast at $1.25. Certain grades of California crude oil were reduced.

The imports of petroleum (crude and refined oils) at the principal United States ports for December totaled 8,579,871 barrels, a daily average of 276,770, compared with 8,267,544, a daily average of 275,584 for November. Imports for the week ended January 5th totaled 2,227,069 barrels, a daily average of 318,152, compared with 1,853,265, a daily average of 264,751 for the week ended December 30th.

LESS FARM-MADE BUTTER

Butter made on Pennsylvania farms in 1922 was worth $16,496,400, according to the State Department of Agriculture. The total production was 34,442,477 pounds, not including creamery brands. In 1921 the farm-made production of butter ran to 36,011,500 pounds, valued at $15,831,458.46.

York County, with a total of 1,576,896 pounds, ranks first in the production of butter on the farms. Lancaster County is second, with 1,391,677 pounds, and Washington County third, with 1,303,207 pounds. Eight other counties made more than 1,000,000 pounds each during the last year.

RUTLAND COUNTY COOPERAGE CO. INCORPORATED FOR $10,000

Articles of association have been filed with the Secretary of State, at Montpelier, Vt., by the Rutland County Cooperage Company, Inc., which will manufacture and sell apple barrels for the apple, lime and other trades; make laths, and do other kinds of wood cutting and planing. The company is capitalized at $10,000 in 100 shares of $100 par value each, and will have its head office in Mount Tabor, Vt. The incorporators are Frederick L. Hine and Martin V. Sargent, of Mount Tabor, and William R. Murphy, of Brooklyn, N. Y.

PERFECTING NEW WOODEN HOOP

Information comes out of Waterloo, N. Y., to the effect that Walter Mackin, of that city, a practical cooper and an officer of the New York Coopers' Association, is working out the design and construction of an improved wooden hoop. The claims made for the new hoop include greater durability and increased ease of handling over the article in present general use.

"SEE-AMERICA-FIRST" BOOM

The Pennsylvania Railroad system is participating in a campaign to induce Americans to "See America First." In this campaign are aligned railroad companies, hotels, resorts and tourist companies.

A national travel and outdoor life exposition will be held in Chicago, May 7th to 12th. W. E. Blachley, division passenger agent of the Pennsylvania at Chicago, is a member of the Advisory Committee.

HUDSON & DUGGER COMPANY START PRODUCTION IN NEW FLOORING PLANT

The Hudson Hardwood Flooring Company, a subsidiary of the Hudson & Dugger Company, of Memphis, has completed its two-unit flooring plant in New South Memphis and has placed this in operation within the past few days. Construction was begun early last summer. It has a daily capacity of 35,000 to 40,000 feet.

1923 CALENDARS 1923

The waning of the old year with its grist of business and social activities, already beginning to dim and blur in their slow fade-out from our memories, is most fittingly marked by some concrete acknowledgment of past cordial relations, while the advent of the new year is considerably brightened by our individual affirmations of continued good wishes and good will toward each other. This is the spirit that cheers and lightens the way of business and that adds immeasurably to the pleasure of our daily work. The numerous calendars, cards and other messengers of good will that were received in the editorial offices of the JOURNAL during the several weeks comprising the holiday season, are tangible evidence of the presence of this admirable spirit in the body of the great cooperage industry, and thanks and appreciation, together with a whole-hearted return of good will and good wishes, is tendered to the host of our valued friends, both collectively and individually, who held us in their thoughts during the holiday season.

Among the beautiful calendars which we received was one from Stephen Jerry & Company, the rapidly expanding cooperage concern of Brooklyn, N. Y., which carried an artistic reproduction of an attractive oil painting entitled, "Campfire in the Woods." This calendar is a beautiful piece of work and can fittingly adorn the walls of any office, however sumptuously furnished.

The Trenton Cooperage Mills, Ltd., Trenton, Ontario, sent us a generous sized, large typed wall calendar, which furnishes the background for a beautiful reproduction, "Venetian Fishermen." The soft tones and restful shades of the picture add materially to its utility as a date chronical.

"Where a Man's a Man," is the title of the picture that adorns the top of the calendar that we received from Jackson & Tindle, Buffalo, N. Y. A picture of the great outdoors showing two game-fish anglers encamped on the banks of a northern river, preparing the evening meal, evidently following a day's strenuous sport. The lure of the open trail and the rough and ready ease of the woods camp are faithfully depicted in the painting by Philip R. Goodwin.

The Jefferson Cooperage Company, Inc., Ranson, West Virginia, remembered us with a large-sized calendar set off by a handsome print labeled, "Forest Giants." A snow-capped mountain rising in the background gives balance to a particularly impressive foreground of immense trees of redwood proportions. The artist responsible for the original picture has accurately portrayed the "atmosphere" of the forest, and his work reflects in full measure the cathedral-like majesty of the great timber tracts of the west.

A particularly impressive historical painting, the work of Percy Moran, depicting the promulgation of the "Monroe Doctrine" by its author, James Monroe, before a gathering of famous American statesmen of former days, is the appealing feature of a poster-size calendar that came to us with the best wishes of The Home Stave Company, Cotton Plant, Arkansas. James Monroe is shown addressing an assemblage of his colleagues, which includes Henry Clay, Daniel Webster, William Crawford, John Quincy Adams, John Marshall and John C. Calhoun. The portraiture is excellent and the subject of such unusual interest as to make the reprint a thing of distinct value and insure its preservation long after the calendar which is appended to it has passed out of date.

A. L. Hayes Company, Nashville, Tennessee, in conformity with their usual friendly custom, sent us a splendid sample of calendar artistry which made a mighty appeal to the eye through the medium of a beautiful Venetian scene entitled, "In the Land of Song and Sunshine." The party or parties responsible for the selection of Hayes Company's calendars must surely be blessed with fine sense of the artistic, as we have noted, through the many years that these remembrances have been reaching us, that they invariably rank among the most beautiful ones which we are fortunate enough to receive.

In addition to calendars, we were in receipt of a deluge of beautiful cards, which it was a joy to open and an inspiration to read, and we desire to make full and appreciative acknowledgment of their receipt, as well as to go on record as returning in the fullest measure every good wish that our many friends embodied in their holiday remembrances.

A new cooperage plant is being established by Philip W. Babcock at Westwego, La. Machinery will soon be installed in the new plant.

K. W. JACOBS COOPERAGE COMPANY HAS BARREL EXHIBIT AT WISCONSIN PRODUCTS SHOW

An exposition of Wisconsin products, covering practically the whole list of commodities that are manufactured or grown within the confines of this progressive State, was held during the third week in December, in Machinery Hall, Milwaukee.

The whole range of manufacture and agriculture as it is at present developed and practiced in that territory was exemplified in the various exhibits which occupied the main floor of the huge building. Manufactured articles, in almost countless variety, and fruits, grains and vegetables, in an equally brave array, were shown in the booths which filled the hall, and the scope of Wisconsin industry was faithfully reflected in the ensemble. Besides yielding a valuable advertising service to the individual exhibitors and to the State as a whole, the show performed a distinctly educational function in that it presented to the public, within a space encompassed by the walls of Machinery Hall, a visualization of the progress and present high state of development of Wisconsin industries.

The cooperage industry was ably represented in an exhibit of the products of the K. W. Jacobs Cooperage Company. Their display consisted of fifteen slack barrels, of various types and sizes, shown in an attractively decorated booth, which was attended by two charming young ladies of cooperage persuasion. The display was made doubly effective by presenting the barrels, kegs and barrelettes filled with different Wisconsin products of the factory, mine and farm, and plainly labeled so that the use for which the container was designed was discernable at a glance. During the seven days that the exhibit was open to the public there were distributed from the Jacobs booth over 20,000 souvenir pictures of an excellent-looking slack barrel.

Jacobs' Fine Exhibit of Barrels and Barrelettes

VENTILATED BARREL MORE SATISFACTORY THAN SLAT BARREL AS CONTAINER FOR SWEET POTATOES

The Department of Agriculture's "Weather, Crops and Markets" bulletin of December 23rd, last, carried a comment anent the superiority of the ventilated barrel over the slat barrel as a package for sweet potatoes. The article states:

"In North Carolina and some of the other sections shipping early potatoes, two kinds of barrels are commonly used for this product. The one is known as the ventilated barrel, and consists of standard-thickness staves, in the edges of some of which are cut semi-circular openings for ventilation. The other is known as the slat barrel, in which the staves are of thinner material and are separated by considerable space. This type of barrel is almost too flimsy to ship satisfactorily a product so heavy as potatoes. The contents shift and bulge the barrel at its center.

"During the 1922 season in North Carolina many carloads of potatoes were shipped in slat barrels. The returns showed that this package is not in favor with the city trade, the demand for stock in slat barrels having been much less than the demand for stock in the regular ventilated barrel. The latter package sometimes brought a premium of 75 cents, and usually there was a difference of 25 to 50 cents per barrel."

RECENT DISCOVERY OF CORELESS APPLE SHOULD REACT TO THE BENEFIT OF APPLE BARREL MANUFACTURERS

Much interest was shown at the annual meeting of Pomological and Fruit Growing Society of Quebec recently, at the discovery at Abbotsford, Quebec, of a seedless and coreless variety of the Fameuse apple. Professor F. C. Speirs, of the Amherst, Mass., Horticultural College, who was present, examined the fruit and stated it was undoubtedly a Fameuse. The apple is slightly different in shape to the typical variety, longer and flatter at the ends, but of the same coloring and flavor. A slight marking in the heart of the apple was the only indication of where the core of any ordinary specimen would have been.

The representative of a large fruit distributing firm in Montreal assured the growers of these coreless apples that if the latter would produce the parent apple tree from which they were grown and prove that it would produce trees by grafts giving similar fruits, he would guarantee him a million dollars for it, as it would revolutionize apple growing in Canada.

In the event of the development that the new fruit can be produced in commercial quantities, it will undoubtedly attain immense popularity and tremendous consumption, and inasmuch as the province of Quebec is a solid "barrel country" in the present apple container situation, the development of this new coreless variety should furnish a substantially increased market for barrels in that territory.

THREE-WAY BARREL WORKS WILL MANUFACTURE NEW BARREL-HAMPER

The Three-Way Barrel Works, Mound City, Illinois, is introducing a container of original pattern and construction, designed primarily to cater to those lines of fruits and vegetables which demand sound, sturdy, substantial packages of both large and small capacity, and for which the inventor and patentee, O. L. Bartlett, president of the Three-Way Barrel Works, claims many superiorities and advantages over the packages in present favor. Mr. Bartlett's new container is a combination barrel or hamper, built of cooperage stock, and so constructed that it may be used either as a standard capacity barrel or a large-sized hamper. In the following letter to the JOURNAL, Mr. Bartlett describes the new package, and reveals the stimulus under which his inventive genius responded in evolving it.

MOUND CITY, ILL., January 16, 1923.

EDITOR THE NATIONAL COOPERS' JOURNAL.

I have many times noted your comments in the JOURNAL relative to the limited use of barrels in shipping potatoes and other green food products, and your reference to the fact that basket and hamper manufacturers are making constant efforts to dominate this field. In order to counteract this trade menace to the barrel, I am bringing out, under patent, a hamper-barrel, which, I am confident, will support my claim that it has all of the advantages of the basket, the hamper and the barrel, without the disadvantages of any of them.

This container is of flour barrel size in matter of capacity, and will carry up to 200 pounds dead weight. The staves are stapled in to the four inner hoops, leaving hoops removable on heads, enabling the packer to fill both halves of container. By use of a metal lid slipped on and engaging center hoop, the upper half may be placed on top of lower half. When lid is removed, the halves will fit together like a trunk, as the hoop on lower half extends above staves sufficiently to receive end of staves on upper half, on which the large hoop is placed back from end of staves. A wire of suitable strength encircles the container and holds the two parts rigidly together by being woven between six pairs of heavy metal studs driven through center hoops and ends of staves, though if preferable the lower half of container may be filled, then the upper half put on and wired to the lower and the top head removed, when the packing may be continued as in a barrel.

This container weighs 15 lbs.; can be furnished at a lower price than barrels of same size, and will load about 1800 complete to car. The hoops, staves and heading will be manufactured at our stock plant and conveyed to our finishing plant here—The Three-Way Barrel Works. Yours truly,

O. L. BARTLETT.

H. S. Mabry, an old, experienced stave man has purchased a stave mill at Mountain Home, Arkansas, and will operate the same.

O. L. Bartlett's Barrel-Hamper

BIG SWEET POTATO STOCKS

Storage stocks of sweet potatoes totaled 2,894,532 bushels December 15th, or about 10,000 bushels less than a year ago, the Department of Agriculture announced January 15th. Delaware reported the heaviest stocks, with 702,763 bushels, while Georgia had 323,000, Maryland 320,850, Tennessee 276,355, New Jersey 106,000 and Virginia 80,248 bushels.

Storage houses reporting totaled 1,272, with an aggregate capacity of 6,496,995 bushels, which is about half the total storage capacity of the country. The department's next report will be made as of March 1, 1923.

WEST VIRGINIA EXPECTS BIG APPLE CROP IN 1923

Fruit growers of the the Back Creek Valley and Hedgesville districts of West Virginia, assembled in a meeting at Martinsburg, West Virginia, estimated that these two districts would ship at least 205,000 barrels of apples from the North Mountain loading station during the 1923 season. This would be an extra large crop for these territories. A committee was appointed to confer with the Baltimore & Ohio Railroad Company officials relative to a car supply to handle the expected crop.

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

THE BUFFALO COOPERAGE TRADE

The extreme dullness of the flour trade has reduced the use of barrels considerably. Flour exporters say that they can sell the lower grades pretty well but the high grades seem to be pretty expensive for Europe to pay for. The twelve-hooped export barrel is as much used as ever, extra care always being given this branch of the trade in order to compete as far as possible with the soft package for long-distance shipment.

The cooperage shops are running about as usual, but are not making extensive purchases of stock, as prices are so high the idea prevails that a decline may take place. A comparison of slack stock prices with those of several months ago shows an advance of $1.50 to $2.50 in stave prices, while heading is unchanged and hoops are up only about 50 cents. In such circumstances it is not surprising that coopers are kicking about the advance in staves but with the great activity in the building business lumber prices in all woods have advanced and are expected to go higher before spring.

The Stock Price Market

Quotations on January 20th were as follows:

No. 1, 30-inch elm staves	$16.50@17.00
No. 2, 30-inch elm staves	13.50@14.00
No. 1, 30-inch gum staves	15.50@16.00
No. 1, 28½-inch elm staves	15.50@16.00
No. 1, 28½-inch gum staves	15.00@15.50
No. 2, 28½-inch gum staves	13.00@13.50
Mill run, 28½-inch gum staves, fruit	13.00@13.50
Six-foot hoops; six-foot-nine hoops	15.00@16.00
No. 1, 19⅛-inch basswood heading	11½@12c
No. 1, 19⅛-inch gum heading	11½@12c
No. 1 17⅛-inch basswood heading	10½@11c
No. 1, 17⅛-inch gum heading	10½@11c

A paragraph from the *Live Wire*, issued by the Chamber of Commerce will show that Buffalo's flour industry is due for a great expansion. It says:

Buffalo's Flour Industry Due for Expansion

"Buffalo's annual capacity now is approximately 6,000,000 barrels of flour. This will be increased to a capacity of more than 12,000,000 barrels annually in another year. Buffalo is rivaling Minneapolis as a flour-milling center and shortly will be producing as much flour as the Middle-Western city, and may soon surpass that city's production."

This big increase in capacity will not develop within a year, as is stated above, for it will take two or three years at least to bring it about. However, there is no question that flour output will be greatly increased by the addition of the Pillsbury and the Hecker-Jones-Jewell mills.

Rochester, N. Y., to Be Center for Cider and Vinegar Barrel Manufacturing

Representatives of the tight-barrel industry have been looking over sites at Rochester and vicinity for the establishing of a plant for the manufacture of cider and vinegar barrels, which are much used in Western New York. This latter industry would seem to have a good field, owing to the importance of the Western New York apple section. The cider and vinegar lines use a good many thousand barrels in a season, and many of them are from a long distance.

The Cooperage Business Yields Some Returns

A local paper shows a cut of the Willis K. Jackson Building, Delaware Avenue and West Chippewa Street, as it will look when completed, which will probably be around May 1st. It is spoken of as "one of the finest in the world," and it is stated: "Situated on Buffalo's Fifth Avenue, very near the heart of the city's business activities, this building becomes the hub of Buffalo's great enterprises. It is one of the most beautiful pieces of architecture in Buffalo. Store and office space is being rapidly engaged." The offices of Jackson & Tindle, now in the Niagara Life Building, will be located in the Jackson Building after its completion.

E. B. Holmes Is Keeping Buffalo Supplied With Coal

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., has continued in office as fuel administrator of the Eighth Judicial District since the new administration of Governor Smith went in at Albany. The new State Administrator, General George W. Goethals, recently paid a visit to Buffalo and was pleased to see the way in which the fuel situation had been handled locally. Everything has been done by Mr. Holmes and his associates to see that no family here suffered from lack of fuel.

Trade News and Personal Mention

The Quaker City Cooperage Co. reports little change in the flour barrel trade. Prices have shifted about considerably of late, but the company is well supplied with contract stock.

The Pillsbury Flour Mills Co. has begun work on the foundation for its large new mill in Buffalo, which is expected to turn out 5,000 barrels of flour a day. It called on cooperage authorities recently to suggest an approved arrangement for taking in barrels at the mill.

The State barge canal is going to carry a lot of Pacific Coast lumber westbound this year, which comes to New York by Panama Canal. Years ago the Erie Canal carried a great many staves eastbound from Buffalo, and perhaps the day will come when staves from the South will travel westbound over the same route, which is more economical than the rail lines.

NOVA SCOTIA ENJOYING SPLENDID APPLE EXPORT TRADE

The 1922-23 apple export season of Nova Scotia has been an unusually good one. Up to the end of September a total of 124,829 barrels of apples was shipped through this port to the markets of the United Kingdom. The shipments thus far are said to be double those for the same period of last year, when only 69,249 barrels were shipped. During the same period for 1920 shipments reached 100,245 barrels. Last season the failure of the apple crops in the United States provided a good market for Nova Scotia Gravensteins, the earliest Nova Scotia apples, and large shipments were made to points on this side of the Atlantic. This year the early apple crops in both the United States and western Canada were good, so that the Nova Scotian exporter had only the United Kingdom markets to supply.

Nova Scotia affords an excellent market for fruit barrels and barrel stock, which, because of the fact that the island has no domestic production of these commodities, must necessarily be purchased in the United States or Canada.

CROP VALUE GAINS 32 PER CENT.

The 1922 harvest of principal farm crops, appraised at $7,573,000,000 by the Department of Agriculture, represents an advance of 32 per cent. over the appraised value of the harvest of 1921, which was $5,730,000,000.

Residents of the rural sections are beginning to come into the markets for all sorts of commodities which they have refrained largely from buying for more than two years because of the depreciation in value of farm products.

CEMENT MILLS WILL RUN STEADILY

Report from Coplay, Pa., under date of January 16th, was to the effect that the cement mills of that district will keep in operation throughout the winter with the exception of short periods when repairs are necessary.

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The Guaranteed Apple Press

Built of selected hickory and cold-rolled steel. Non-twirl follower carried on heavy guide-rods. Extra sturdy cross-member and drive-screw. Three-inch screw-socket in cross-member and reinforced cup in follower. Heavily braced to insure rigidity.

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COMPLETE STAVE AND HEADING OUTFITS
Used machinery rebuilt by experts, production guaranteed.
STAVES
Drum saws, 24", 18" and 15" bilge, Gerlach, Whitney.
Planers, Oram, Dreadnaught, Gerlach.
Jointers, Oram, Gerlach, foot power.
Cutters, Greenwood No. 3 and No. 4.
Crozers, Oram, Gerlach, Holmes.
Presses, Wayne, Hoosier.
HEADING
Saws, Noble, Greenwood, Trevor, 48" to 60".
Planers, Trevor, Rochester, 20" and 24".
Turners, Greenwood, Trevor, Gerlach, Oram, Rochester.
Jointers, Greenwood, Trevor, Oram, Rochester.
Presses, Noble, Greenwood.
MISCELLANEOUS
Knife Grinders, Noble, Defiance.
Cooper tools, truss hoops and all kinds of barrel building machinery.
NOBLE MACHINE COMPANY, Fort Wayne, Ind.

FOR SALE—
Holmes No. 48 hoop driver.
Brady double-end trusser.
St. Joe Stapling machine.
Toledo hoop welding outfit.
Bliss hoop-forming machine.
60-inch Greenwood heading jointer.
Greenwood power-feed heading jointer.
Greenwood power-feed heading bolter.
Whitney 20-inch stave saw.
Oram double-wheel stave jointer.
All machines guaranteed.
WAYNE MACHINERY COMPANY, Fort Wayne, Indiana.

FOR SALE
REBUILT STAVE and HEADING MACHINERY
Two Greenwood Heading Turners.
One Heading Sawing Machine.
One No. 4 Stave Cutter.
ROCHESTER BARREL MACHINE WORKS, Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

SECOND-HAND BARRELS WANTED

WANTED.—Double and single-head tar barrels in carload quantities or less. Address TOLEDO BARREL & BAG CO., Toledo, Ohio.

WANTED.—All kinds of slack barrels as well as ten cars of tierces and casks from 22-inch to 38-inch, uncoopered, single or dropped head. Address POTTERS' BARREL CO., East Liverpool, Ohio.

HELP WANTED

WANTED.—Foreman, middle-aged, capable of taking charge of slack barrel cooper shop in Chicago. One who has had experience in handling men and machinery and can increase production. Give full particulars, experience, salary, and if employed at present. Address "EXPERIENCE," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—Foreman for tight barrel plant located in Kentucky. One who can handle men and manufacture first-class barrels. None but first-class need apply. State reference and wages required. Address "KENTUCKY," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—Young man to learn jobbing of slack cooperage stock. Some experience in cooper shop or manufacturing preferred but not required. In answering give complete information regarding experience, education, etc. Address Box M, care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

MACHINERY FOR SALE

FOR SALE.—Complete outfit of second-hand machinery for making cylinder-sawed slack staves. The outfit consists of
1 20-inch Whitney cylinder saw.
1 Gerlach wheel jointer.
1 Double length bolt equalizer.
1 Champion sawdust blower.
All necessary line shafting, pulleys and belting.
L. W. BREEDEN & CO., Stanardsville, Va.

FOR SALE.—Stave machinery. Three Gerlach drum saws complete with frames, 6 to 7 inches of steel. One gummer; one double wheel jointer; equalizer and one planer. All in excellent condition. Prices low. Will sell all or part. Address C. L. RANDALL COMPANY, Cheboygan, Michigan.

FOR SALE.—Full line of slack cooperage machinery, boiler, engine, shafting, pulleys, boxes, belting, etc. THE JOHN HEIN CO., Tony, Wis.

FOR SALE—
One "Greenwood" Heading-Turner for circling 12" to 24" heading and one "Perfection" heading-up machine, complete with all parts; in good order. Write STEPHEN JERRY & CO., INC., 272 Huron Street, Brooklyn, N. Y.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices. Address E. HENNING, INC., Borland Bldg., Chicago.

PLANT FOR SALE

FOR SALE.—A cooperage plant in one of the best fruit belts in the United States; good for at least 100,000 apple barrels a year in a city of 35,000 population. Plant is located on railroad siding which connects with five different lines over which shipments can be made. Also have retail coal business, connected with cooperage that would be included in sale. Address "COOPERAGE," care THE NATIONAL COOPER'S JOURNAL, Philadelphia, Pa.

FOR SALE.—Slack stave plant located on the White River in Arkansas. For full particulars address "PLANT," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—MODERN TUB AND PAIL FACTORY
FOR SALE—A modern Tub and Pail Factory situated in Antigo, Wisconsin, a city of 10,000 population, fully equipped for the manufacture of Ice Cream Packing Tubs, Candy Pails, Lard Pails, etc. Timber available for at least thirty years. Due to owner's ill health, the plant is for sale. For further particulars inquire
EDW. P. FAUST, Antigo, Wis.

PLANT WANTED

WANTED.—A slack stave mill located in the South. Give full particulars in first letter. THE JOHN HEIN COMPANY, Tony, Wis.

WANTED TO BUY

AN up-to-date butter tub stave and heading mill with capacity of 20,000,000 staves per year. Must be located where a large supply of white ash timber is available. WISCONSIN BUTTER TUB CO., Marshfield, Wis.

SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and Tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE—Four carloads of freshly emptied whiskey barrels. N. B. EPSTEIN'S COOPERAGE. 1101-1113 Penn Avenue, Scranton, Pa.

STOCK WANTED

WANTED.—A good grade No. 2 white, red or chestnut oak, kiln-dried, jointed and bucked staves. Also mill-run heading, circled, 22-inch; either oak or gum. Address WARREN LUBRICANT COMPANY, INC., 20-26 Maurice Street, Buffalo, N. Y.

WANTED.—Car of mill-run or wine grade white oak, 18 and 24-inch regular sawn or cut-off staves. Also car No. 2 red oak oil staves. Quote delivered Pensacola, Fla., stating date of shipment. Address PENSACOLA COOPERAGE CO., Pensacola, Fla.

POSITION WANTED

WANTED.—Position as superintendent of tight cooperage plant by middle-aged, married man of wide experience, and one who is thoroughly familiar with manufacturing tight barrels and kegs. Reference furnished. Address "SUPERINTENDENT," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

BUSINESS OPPORTUNITY

WANTS OUTPUT OF TIGHT AND SLACK STAVE AND HEADING MILL
A large and well-established barrel manufacturing concern is ready to enter into negotiations with owner or owners of tight and slack stave and heading mill to use output of mill on the partnership basis, advancing capital for running expenses, etc. Interested parties will be accorded the most courteous attention and fullest particulars will be supplied to all correspondents addressing "CAPITAL," care of "The National Coopers' Journal," Philadelphia, Pa.

MISCELLANEOUS

WE are in the market for one trip steel drums in good condition, also cotton-seed oil, and No. 1 Lubs. Quote prices f. o. b. Philadelphia. HUGH O'DONNELL, INC., Meadow and Snyder Avenues, Philadelphia, Pa.

MACHINERY WANTED

WE are in the market for the following machinery:
1 Hoop Driver, suitable for 30 to 60-gallon barrels.
1 Barrel Washing Machine.
1 Bung Boring Machine.
Address EAGLE COOPERAGE CO., 1619 Blair Avenue, St. Louis, Mo.

WANTED.—Keg hooper, keg riveter, keg lathe and keg crozier. Oram's machines preferred. Address LOUISVILLE COOPERAGE CO., Louisville, Ky.

WANTED.—A second-hand power slack barrel windlass. Prefer a Holmes No. 59½ single windlass. Address WHITEHOUSE BARREL CO., Hastings, Fla.

WANTED.—About 100 dry-kiln trucks, channel iron, roller bearing. State length, diameter of wheels, face of wheels between flanges, etc. Address CHAS. N. BRAUN, Fort Wayne, Indiana.

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Coopers' Flag

THE FINEST GRADES CROWN

A large supply constantly in stock R. E. TRAVER, Montezuma, N. Y.

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BUTT FLAG
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QUALITY THE BEST AND PRICES RIGHT

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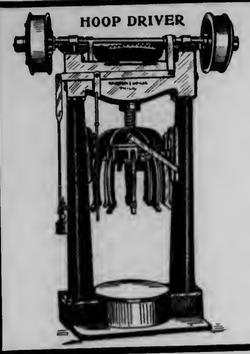

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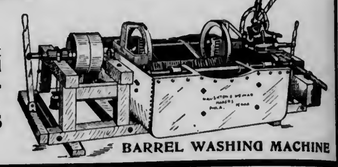
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BARREL ELEVATORS AND CONVEYORS

Page
Hollingshead Co., J. D., Chicago, Ill. 24
Oram Co., The John S., Cleveland, Ohio 16-17

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. 4
Hollingshead Co., J. D., Chicago, Ill. 24
Hynson Company, The, St. Louis, Mo. ..... I. F. C.

BARREL MACHINERY

Grotnes Machine Works, Chas., Chicago, Ill. 15
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Marten, Grahn & Andresen, San Francisco, Cal. 15
Oram Co., The John S., Cleveland, Ohio 16-17
Rochester Barrel Machine Wks., Rochester, N. Y. ..... Back Cover
Weimar Engineering Works, Philadelphia, Pa. 28

COOPERS' FLAG

Casey & Sons, P. L., Seneca Falls, N. Y. 27
Colwell Cooperage Co., New York, N. Y. 4
Frantz, J. C., Seneca Falls, N. Y. 26
Henning, Inc., E., Chicago, Ill. 5
Hollingshead Co., J. D., Chicago, Ill. 24
Traver, R. E., Montezuma, N. Y. 26

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y. 4
Hollingshead Co., J. D., Chicago, Ill. 24
Hynson Company, The, St. Louis, Mo. ..... I. F. C.

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 27
Hollingshead Co., J. D., Chicago, Ill. 24
Hynson Company, The, St. Louis, Mo. ..... I. F. C.

DRAG SAWS, ETC.

Hill-Curtis Co., Kalamazoo, Mich. ..... Front Cover
Hollingshead Co., J. D., Chicago, Ill. 24
Pennoyer Co., J. C., Chicago, Ill. 4
Rochester Barrel Machine Wks., Rochester, N. Y. ..... Back Cover

EXPORTERS

Chickasaw Cooperage Co., Memphis, Tenn. 29
Henning, Inc., E., Chicago, Ill. 5
Hollingshead Co., J. D., Chicago, Ill. 24
Jerry Co., Stephen, Brooklyn, N. Y. 28
Moore Stave Co., Lucas E., New Orleans and New York 18
Pekin Cooperage Co., 25 Broadway, New York, N. Y. 29

HOOP MACHINES

Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Rochester Barrel Machine Wks., Rochester, N. Y. ..... Back Cover

MACHINE KNIVES AND SAWS

Gerlach Co., The Peter, Cleveland, Ohio ..... Front Cover
Hollingshead Co., J. D., Chicago, Ill. 24

NAILS, STAPLES, TACKS, ETC.

Colwell Cooperage Co., New York, N. Y. 4
Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Stanley Co., The Geo. W., Belleville, Ill. 26

PAIL AND TUB MACHINERY

Page
Gerlach Co., The Peter, Cleveland, Ohio ..... Front Cover
Hollingshead Co., J. D., Chicago, Ill. 24

SECOND-HAND BARRELS

Arenson & Co., H., Pittsburgh, Pa. 26
Connolly, Inc., John, Hoboken, N. J. 26
Eagle Cooperage Co., St. Louis, Mo. 26
Heidt & Son, C., Jersey City, N. J. 20
O'Connor Co., J. J., Jersey City, N. J. 26
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa. 26
Stone, Jr., & Sons, George W., 1234 7th St., Wash., D. C. 26
Warring, Bruce T., Washington, D. C. 26

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 4
Connolly, Inc., John, Hoboken, N. J. 26
Heidt & Son, C., Jersey City, N. J. 24
Hollingshead Co., J. D., Chicago, Ill. ..... *
Jacobs Cooperage Co., K. W., Milwaukee, Wis. 30
O'Connor Co., Inc., J. J., Jersey City, N. J. 26
Pensacola Cooperage Co., Pensacola, Fla. 29
Skuse's Cooperage, Rochester, N. Y. 4
Walsh Sons, Morris, Pittsburgh, Pa. 4
Weinman Box & Cooperage Co., The, Atchison, Kan. 24

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 5
Hollingshead Co., J. D., Chicago, Ill. 24
Pennoyer Co., J. C., Chicago, Ill. 4
Southern Cooperage Co., New Orleans, La. 27
Struthers-Ziegler Cooperage Co., Detroit, Mich. 7
Van Aken Cooperage Co., C. M., 111 Broadway, New York. 5

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 28
Colwell Cooperage Co., New York, N. Y. 4
Davis Co., The W. M., Memphis, Tenn. 6
Dublin Hardwood Stave Co., Dublin, Ga. 28
Fields-Latta Stave Co., Dyersburg, Tenn. 27
Gideon-Anderson Co., St. Louis, Mo. 5
Henning, Inc., E., Chicago, Ill. 5
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo. 6
Hollingshead Co., J. D., Chicago, Ill. 24
Independent Cooperage Co., Fort Wayne, Ind. 6
Jerry & Co., Stephen, Brooklyn, N. Y. 28
Mill Shoals Cooperage Co., St. Louis, Mo. 7
Morrison Hoop & Lumber Co., Memphis, Tenn. 29
National Manufacturing Co., Detroit, Mich. 3
New Hampshire Stave & Hdg. Co., 79 Wall St., New York. 6
Paragon Cooperage Co., Fort Wayne, Ind. ..... *
Peel & Bro., J. M., Lake Village, Ark. 27
Pennoyer Co., J. C., Chicago, Ill. 4
Poesel & Co., A. L., Chicago, Ill. 4
Powell Cooperage Co., Memphis, Tenn. 5
Reinschmidt Stave Co., Quitman, Ga. 27
Sheahan Co., B. C., Chicago, Ill. 28
Skuse's Cooperage, Rochester, N. Y. ..... *
Smith Lumber Co., W. T., Chapman, Ala. 29
Standard Hoop Co., Bay City, Mich. 27
Struthers-Ziegler Cooperage Co., Detroit, Mich. 7
Sutherland-Innes Co., Ltd., Chatham, Ont. 7
Trexler Cooperage Co., Allentown, Pa. 27
Tschumy & Co., W. A., Norfolk, Va. 27
Vail Cooperage Co., The, Fort Wayne, Ind. 29
Vail-Donaldson Co., The, St. Louis, Mo. 18
Van Aken Cooperage Co., C. M., 111 Broadway, New York. 5
Walsh Sons, Morris, Pittsburgh, Pa. 4

SPRAYING MACHINES

Page
Eureka Machine Co., 2805 Vega Ave., Cleveland, O. 3
Hollingshead Co., J. D., Chicago, Ill. 24

STAVE AND HEADING MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio ..... Front Cover
Hollingshead Co., J. D., Chicago, Ill. 24
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 16-17
Rochester Barrel Machine Wks., Rochester, N. Y. ..... Back Cover
Trevor Manufacturing Co., Lockport, N. Y. 15

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 1
Hanlon-Gregory Co., Pittsburgh, Pa. ..... Front Cover
Henning, Inc., E., Chicago, Ill. 5
Hollingshead Co., J. D., Chicago, Ill. 24

STOCK BUYERS

Henning, Inc., E., Chicago, Ill. 1
Hollingshead Co., J. D., Chicago, Ill. 24
Sheahan Co., B. C., Chicago, Ill. 28
Webster & Bro., Ltd., James, Liverpool, England 27

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Cal. 3
Chickasaw Cooperage Co., Memphis, Tenn. 29
Cleveland Cooperage Co., Cleveland, Ohio 3
Connolly, Inc., John, Hoboken, N. J. 26
Frazier Company, G. L., Nashville, Tenn. 1
Hollingshead Co., J. D., Chicago, Ill. 24
Hudson & Duggar Co., Inc., Memphis, Tenn. 1
Michel Cooperage Co., Sandusky, Ohio 3
Moore Stave Co., Lucas E., New Orleans and New York 18
O'Connor Co., Inc., J. J., Jersey City, N. J. 26
Pekin Cooperage Co., 25 Broadway, New York, N. Y. 29
Pensacola Cooperage Co., Pensacola, Fla. 29
Sutherland-Innes Co., Ltd., Chatham, Ont. 7
Walsh Sons, Morris, Pittsburgh, Pa. 4
Wehl & Bro., A. M., Cleveland, Ohio 3
Wright Barrel and Export Co., Jacksonville, Fla. 3

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. 3
Colwell Cooperage Co., New York, N. Y. 4
Harlan-Morris Mfg. Co., Jackson, Tenn. 2
Henning, Inc., E., Chicago, Ill. 1
Hollingshead Co., J. D., Chicago, Ill. 24
Moore Stave Co., Lucas E., New Orleans and New York 18
Mt. Olive Stave Co., Batesville, Ark. 3
Nelson, S. N., Memphis, Tenn. 3
Pennoyer Co., J. C., Chicago, Ill. 4
Sheahan Co., B. C., Chicago, Ill. 28
Sutherland-Innes Co., Ltd., Chatham, Ont. 7
Wilson Stave Co., W. W., North Little Rock, Ark. 3

TIGHT STAVE MANUFACTURERS

Frazier Company, G. L., Nashville, Tenn. 1
Henning, Inc., E., Chicago, Ill. 1
Hollingshead Co., J. D., Chicago, Ill. 24
Moore Stave Co., Lucas E., New Orleans and New York 18
Reinschmidt Stave Co., Quitman, Ga. 27
Seagreaves, Geo. H., Wilsondale, W. Va. 3
Sutherland-Innes Co., Ltd., Chatham, Ont. 7
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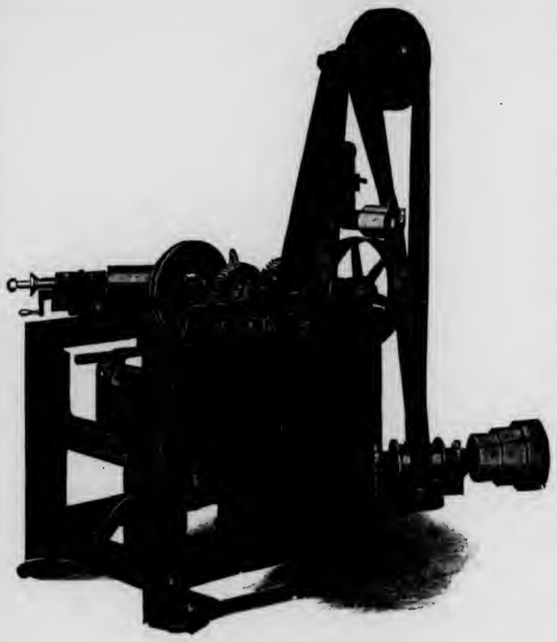

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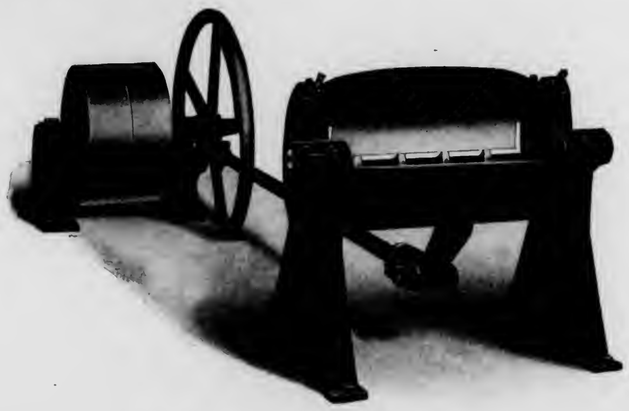

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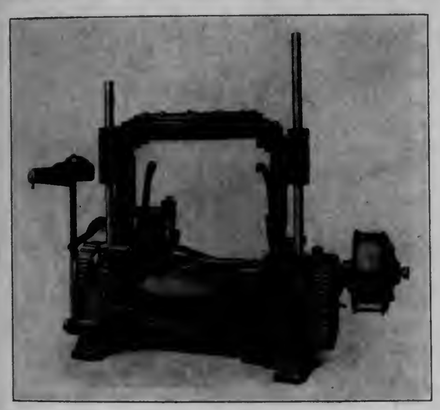

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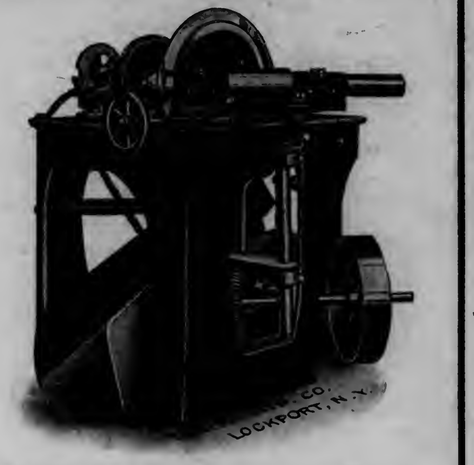

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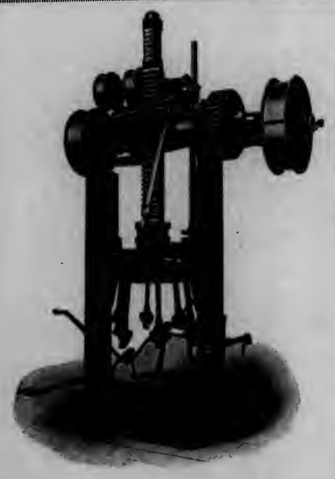

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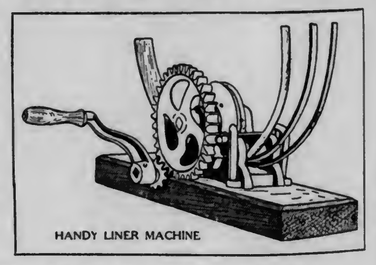

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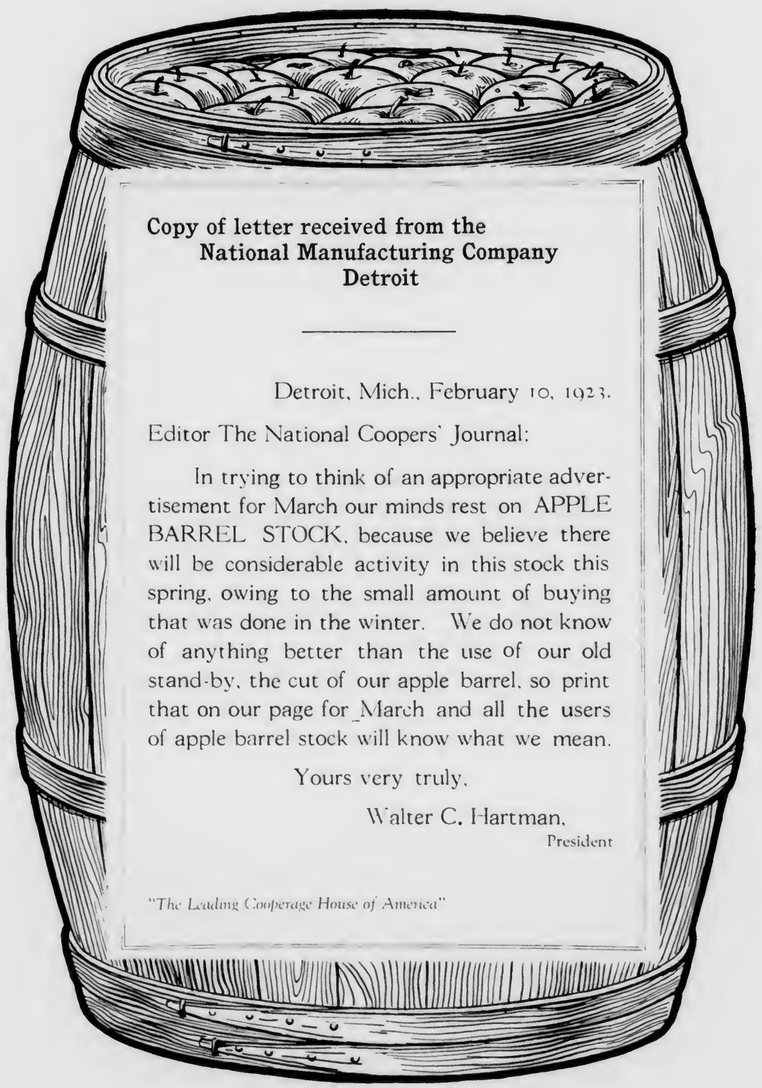
Largest Exclusively Coopers' Tool and Supply House in the World
If it comes from HYNSON you know it's right.



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Detroit, Mich., February 10, 1923.

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Yours very truly,

Walter C. Hartman,
President

"The Leading Cooperage House of America"

Holmes Rack and Pinion Hoop Driver

Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

Get prices and particulars from the

COOPERAGE MACHINERY MAKERS

E. & B. HOLMES MACHINERY CO., 45 CHICAGO STREET **Buffalo, N. Y.**

"HYNSON" The Name that stands for "THE BEST"

IN

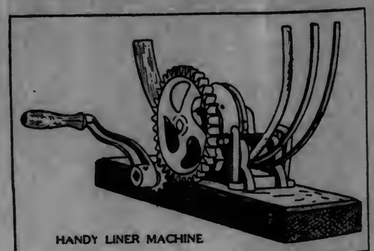
COOPERS' TOOLS AND SUPPLIES

"THE CHAMPION"
Our unexcelled Barrel Heater

Don't Throw Away Your Broken Hoops

GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

TRUSS HOOPS BOTH WOOD AND IRON

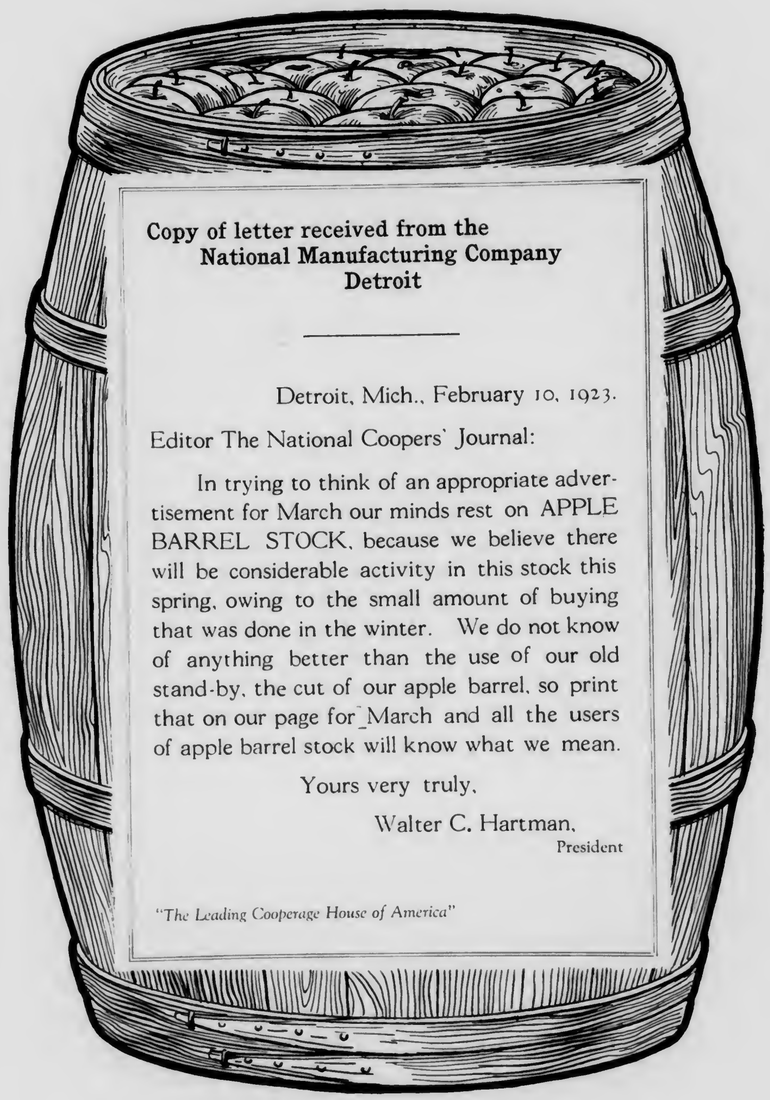


HANDY LINER MACHINE

To place your orders with us means profit for you. Try it and be convinced. No time like the present.

THE HYNSON COMPANY St. Louis, U.S.A.
SUCCESSORS TO HYNSON TOOL & SUPPLY CO.

Largest Exclusively Coopers' Tool and Supply House in the World
If it comes from HYNSON you know it's right.



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"The Leading Cooperage House of America"

INTENTIONAL SECOND EXPOSURE

New Hampshire Stave & Heading Mill

MANUFACTURERS OF

SLACK HARDWOOD COOPERAGE

We are now equipped to furnish crozed staves in various lengths

Mills: North Stratford, N. H. *Sales Office:* 79 Wall Street, New York, N. Y.

C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF

Staves, Hoops Heading

and

COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy
is what we aim to sell

ADDRESS ALL COMMUNICATIONS

141 Broadway, New York

Washington Life Building

When you place an order

for cooperage material you naturally prefer to give it in the confidence that your business is appreciated and that you will receive dependable goods in exchange for your dollars.

We pledge our word

that your orders for either tight or slack cooperage stock will receive a warm welcome in our office and that we will exercise the most exacting precaution to insure that the goods delivered will give entire satisfaction.

THAT IS PART OF OUR BUSINESS POLICY

The Paragon Cooperage Co.

TIGHT AND SLACK COOPERAGE STOCK

Fort Wayne Indiana

"We consider the confidence that the trade reposes in us as our greatest asset—it is the direct result of our constant effort to produce and sell nothing but honest dependable goods.

We take a wholesome pride in the 'Quality' cooperage stock that goes into the market under our direction."

Slack Cooperage Stock

STAVES—HOOPS—HEADING

Staves from 24 inches to 48 inches

Hoops all Lengths *Heading all Diameters*

MILL SHOALS COOPERAGE COMPANY

Syndicate Trust Bldg. - - - - - - ST. LOUIS, MO.

YOUR GOOD-WILL

means much to us. We regard it as the most valuable asset of our institution. As a principle of our fixed business policy we are striving by every honorable method to merit your confidence.

In pursuit of this policy we are offering you

All kinds of Slack Cooperage Stock -- Staves, Hoops, Heading

especially

COTTONWOOD STAVES

that are honestly made, honestly graded, honestly sold and honestly delivered

MEMPHIS **THE W. M. DAVIS STAVE COMPANY** TENNESSEE

The Question Before the House is—

"Where can buyers of cooperage stock, whether their wants be large or small, get high quality

Slack Barrel Staves
Hoops and Headings

get the same quality consistently, and get prompt shipments, and an all 'round satisfactory service?"

The advice of many of the country's largest and most particular buyers would be to place your orders with the Gideon-Anderson people.

Test out their advice on your next order whether it be for straight, mixed or matched shipment.

Quotations promptly supplied

The Gideon-Anderson Company

General Sales Offices
Second and Angelica Streets, ST. LOUIS

All grades guaranteed to be strictly in accordance with rules of the Associated Cooperage Industries of which we are a member.

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.

Cooperage Stock

MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

Does "INDEPENDENT" flash in your mind when you think of STAVES, HOOPS or HEADING?

We Want It To!!

We want you to know us — our business methods, our stock quality, and our service.

Cordial Business Relations Are Bound to Result

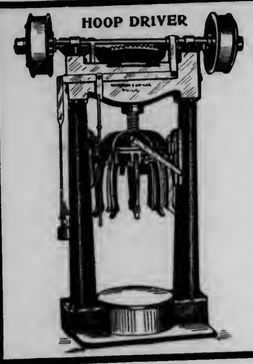
INDEPENDENT COOPERAGE CO.

Fort Wayne Indiana

Slack
Staves
Hoops
Heading

Straight, Matched or Mixed Cars

Apple Barrel Stock Now!



WEIMAR ENGINEERING WORKS

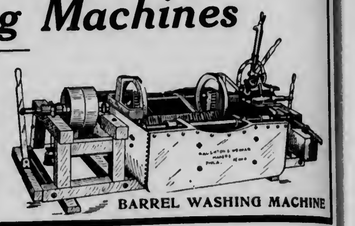
BUILDERS OF..... Hoop Driving, Barrel Washing and Bung Hole Boring Machines

Special Machines Built to Order

In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

Let us know your requirements

WESTMORELAND and JASPER STREETS
PHILADELPHIA, PA.


BARREL WASHING MACHINE

CLEVELAND SPRAYING MACHINES

For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.

A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. *Capacity* as fast as the men can handle the cooperage.

We also build Superheaters and Branding Machines.

Eureka Machine Co. 2605 VEGA AVENUE Cleveland, O.

AMERICAN WIRE HOOPS

TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, spice, potato, veneer truck, fish, salt, lime, KEGS and BASKETS

ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.

SEND FOR FREE SAMPLES AND CATALOGUE

American Steel & Wire Company
CHICAGO—NEW YORK

Go to JERRICO BARRELS For Wooden

Barrels and Kegs

Shooks for Export

Staves
Heading
Hoops
Liners

Export and Domestic

STEPHEN JERRY & COMPANY, Inc.

Factory and Warehouse:
PROVOST STREET
From India to Huron Street

Office:
272 HURON STREET
BROOKLYN, N. Y.

KEGS—BARRELS

for every purpose :: for any product

Cider—Olives—Vinegar—Pickles—Beverages
Flour—Sugar—Cement—Apples—Chemicals

Why be satisfied with just wooden packages, when "COLCO" Barrels guarantee quality and service.

SHIPPING POINTS
Boston, Mass. Brooklyn, N. Y. New York, N. Y.
Jersey City, N. J. Pittsburgh, Pa. Baltimore, Md.
New Orleans, La. Memphis, Tenn.

Write for particulars—Dept. C

COLWELL COOPERAGE COMPANY
120 Broadway-New York, N.Y.

Motor Truck or Railroad Delivery

Prompt Shipment---Any Quantity

NEW OR USED

Half-Barrels, Kegs **BARRELS** Tierces, Hogsheads

"THE HOUSE OF RECOGNIZED RESPONSIBILITY"

613-623 Jackson Street **JOHN CONNOLLY, INC.** HOBOKEN NEW JERSEY

BARGAINS

are not determined by price. Extra service rendered, or extra quality, as well as price, may create a bargain.

We offer you bargains and will appreciate your inquiries.

Remember, we have

Tight Cooperage Stock
Slack Cooperage Stock
and Machinery

J. C. PENNOYER CO.
8 So. Dearborn Street
CHICAGO, ILL.
BRANCHES:
NEW YORK, N. Y. WINCHESTER, KY.
MEMPHIS, TENN. GASSAWAY, W. VA.

FIVE TREES

What Features Do You Stress in Your Purchases of Stock?

QUALITY?—We handle the choicest products of the best plants in the country.

Cooperage Stock
STAVES
HOOPS HEADING
Tight or Slack

PRICE?—We are always in a position to make you attractive quotations on any item in either tight or slack stock.

SERVICE?—We pride ourselves on our ability to deliver stock at destination in in accordance with our promises.

QUOTATIONS MADE CHEERFULLY

A. L. POESSEL & CO.
208 So. La Salle Street
CHICAGO ILLINOIS

Kegs and Barrels

Any Kind, for Any Purpose

Cooperage Stock

Hoops—Staves—Heading

Cooper Tacks, Truss Hoops

MORRIS WALSH SONS
Office—813 SARAH STREET
Factory—South 8th and South 9th on Sarah St.
SOUTH SIDE, PITTSBURGH, PA.

SERVICE

The kind that functions without any petty annoyances and irritations, that is courteous, helpful and efficient, and that is pledged to the perfect satisfaction of our patrons---that is "HENNING" service.

We offer you
the facilities of this service
in the purchase of

Tight Cooperage Stock
STAVES HEADING

Slack Cooperage Stock
STAVES HOOPS HEADING

Ice Cream Tub Stock
STAVES BOTTOMS

Cooperage Machinery
TIGHT NEW OR USED SLACK

E. HENNING
INCORPORATED
431 So. Dearborn St. Chicago, Ill.

The "Triangle C" Trademark

ALWAYS in the market for *better* staves and heading
—always in the market for business from those who want *better* barrels.

THE CLEVELAND COOPERAGE COMPANY
Cleveland, Ohio

GREIF BROS. COOPERAGE COMPANY

STAVES
HOOPS
HEADING

SLACK

Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

BARRELS
CASKS
KEGS

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks

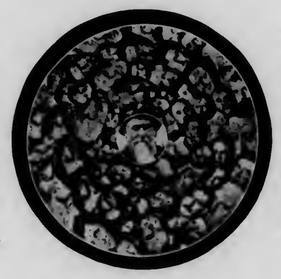
Cars Straight, Matched or Mixed

CLEVELAND, OHIO

Hudson & Dugger Company

MEMPHIS -:- TENNESSEE

Mills
Hope, Arkansas
Memphis, Tenn.



Mills
Pine Bluff, Arkansas
Little Rock, Arkansas

MANUFACTURERS OF

Tight Barrel Circled Heading

Our business policy demands, among other things—

QUALITY *in manufacture*
PROMPT SERVICE *in shipments*
COURTESY *in all dealings*

Field Representative:
C. T. Tompkins
1163 James St.
Memphis, Tenn.

G. I. FRAZIER COMPANY
NASHVILLE, TENN.

Eastern Sales Office:
Frank R. Wright,
Sales Mgr.
150 Nassau St.
New York, N. Y.

TIGHT BARREL
STAVES
AND
HEADING

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

The National Coopers' Journal

THIRTY-EIGHTH YEAR | PHILADELPHIA, MARCH, 1923 | $2.00 PER YEAR VOL. XXXVIII, No. 11.

New Orleans Reports That Present Alcohol Barrel Demand is Much More Important Than the Whisky and Wine Demand Ever Was.

The production of non-beverage alcohol here is so great that, although a great deal of it goes into other packages, it calls for a large number of barrels and this trade is continuous. In fact, the trade in alcohol barrels is much more important now than the whisky and wine barrel trade ever was in this section.

Enormous Soft Drink Business of Great Benefit to Cooperage Industry

It is a settled fact that the American people will not drink water and can not be forced to drink it. When the breweries here discontinued the making of beer they turned to making soft drinks. It seems that the human capacity for beer is limited, but that the capacity for imbibing soft drinks is not, so the drink makers, since prohibition, have been obliged, in some instances, to enlarge their plants to meet the demand. During the year 1922 New Orleans and its customers consumed four million dozen bottles of soft drinks, exclusive of these beverages carried in barrels and kegs and sold on draught. This enormous business has been a great benefit to the cooperage trade. In the first place the syrups and extracts of which these drinks are made are carried in good tight barrels, and the making of these barrels has been in itself quite a business. Bottled drinks are usually shipped in cases, but sometimes barrels are used, and the trade in bottle barrels is now quite as good as it was when the beer trade flourished.

Barreled Sugar for Forty-eight Million Bottles of Beverages

It takes considerable sugar to sweeten forty-eight millions of bottles of beverages. Naturally this sugar is not bought in little cartons, but in barrels, several carloads a day. These barrels were not made here in the town, but at nearby points, and somebody had to make them, and somebody had to supply the stock. When these barrels are emptied and thrown on the market they help make up the day's work for a second-hand dealer.

Prohibition Has Helped the Cooperage Industry

Without expressing any opinion as to what prohibition has done for the country at large it has certainly helped the cooperage business here.

Pine Heading Is Popular In New Orleans

Pine heading is popular here, and is suitable for most of the products barreled in this section, except sugar and paraffine wax.

The Spliced Hoop Deserves High Praise

The fellow who invented the spliced elm hoop deserves a place in the Hall of Fame. It helps the mill to get rid of waste that was hardly fit for fuel, and it enables the cooper to economize a little. Hoops of any kind will break sometimes, but it rarely happens that one of the splices gives way. The spliced hoop is as good as any for a produce barrel and even if it were used on a sugar barrel few people would notice the difference.

Cold Snap Does Not Worry the South. Only Benefits Growing Crops

We have had several cold snaps here this winter, one of them especially severe, when, according to the newspapers, the freeze extended entirely to the Gulf, though it is impossible to find anyone who actually saw the ice. Strange to say everyone here seemed satisfied with the weather conditions. The people in the strawberry belt say the growth of the strawberry plants having been retarded, the crop will be increased, and that the latest cold snap was worth a million dollars to the growers.

Mr. Chris Reuter declares that the freeze did not damage the truck crops in this vicinity a dollar's worth, and he is certainly in a position to know, for he is one of the largest truck shippers, and certainly the largest user of produce cooperage in this city.

It is not easy to figure out just how the cold wave, heralded by the newspapers as a dreadful calamity, turned out to be an undisguised blessing, but it seems that the vegetables being gathered and shipped at the time of the alleged "freeze" were hardy crops that the cold did not damage, and that the more perishable crops had not yet been planted.

However that may be, heavy truck shipments are going out from scores of little country stations, and the city produce and commission men are doing a thriving business. Barrels are being used for all crops that are ordinarily barreled. The demand for produce barrels has broken all records, still continues, and is likely to continue until the northern-grown vegetables are ready for the market.

Large Sugar Refineries Are Making Their Own Barrels—Supplying Neighbors

The smaller sugar houses finished their season's work long ago. They are now closed down, but the large refineries are still at work, and are using barrels. This does not make any business for the city coopers, for, on account of high freight rates, the sugar men are forced to make their own barrels, and as they have had to become coopers on their own account some of them have taken up the business as a side line, and are supplying their neighbors with barrels, much to the detriment of the regular trade.

Petroleum Refineries Are In the Market for Tight and Slack Cooperage Stock

The petroleum refineries are also using barrels, and are in the market for stock, both tight and slack, for they, also, are compelled to make their own barrels, whether or not they wish to engage in the cooperage business. It costs twenty cents freight to move an empty tight, and never less than twelve cents to move an empty slack barrel.

Cotton Oil Mills Still Running

The cotton oil mills are still running but they give the coopers few orders for new barrels, though they are excellent customers for second-hand barrels, at the same time that they give employment in the way of re-coopering their returned packages.

Fish Trade Promises Good Barrel Business

The demand for oyster barrels is, of course, small, but is better than usual. The shippers of fish will soon be in the market for packages, and the trade promises some good orders. There is also some demand for shrimp barrels, though this trade is never large.

Apropos the Salt Barrel Trade—A. C. Hughes, Trade Extension Worker Will Soon Hit the South

The salt mines in this State are good buyers of cooperage and stock but they should be far better customers than they are. Their business is, no doubt, solicited by dealers in and manufacturers of stock and of cooperage who want their orders, but this individual work is not enough. There would be a persistent and general propaganda in favor of a sanitary package for salt, if that package were anything but a barrel. The barrel—up to very recently—was the most poorly advertised package in general use. No systematic efforts were made to remind the general public of its merits. Its advertising was left wholly to the individual maker or dealer, and very often it would seem that he did not care very much whether or not the public knew that he was alive.

Weather Favorable for Logging

Business among the mills in this section has been very quiet lately. In spite of occasional flurries of cold rains the weather has been quite favorable for logging operations, but prices have fluctuated so greatly that many small mills have been afraid of the market and have waited, hoping, in vain, to get something definite that they could figure on as a return for their outlay.

As to European Trade

There have been occasional shipments of both staves and heading to Europe but conditions on the other side are so unsettled that European trade is a very uncertain proposition and many dealers consider it a safe thing to keep away from.

Latin American Countries Showing Revivals

On the other hand, trade with Latin American countries is showing signs of revival. Shipments to Cuba, in particular, are growing larger and more frequent. Some dealers from other sections who secure Cuban orders for knocked-down barrels, the form in which stock is usually shipped to Cuba, have their orders filled by New Orleans coopers, which is a good arrangement, the best for all concerned that could be made.

TENTH NATIONAL FOREIGN TRADE CONVENTION WILL BE HELD IN NEW ORLEANS, MAY 2d TO 4th

The National Foreign Trade Convention, a yearly event of interest to all cooperage manufacturers who engage in any measure in export business, is scheduled to open its 1923 session on May 2d, at New Orleans, Louisiana. The program prepared for the meeting covers a period of three days. Mr. James A. Farrel, president of the United States Steel Corporation, and chairman of the National Foreign Trade Council, has issued the official call to the gathering, during the course of which he said:

"The foreign trade of the United States renders a service that is of benefit to the nation and the individual. It assists in supplying material for our industry and furnishes an outlet for our products. It is an agency of prosperity that is entitled to our thoughtful study.

"The changing conditions of production and consumption that necessarily accompany normal growth naturally affect our foreign trade, constantly presenting new opportunities and raising new questions for consideration quite apart from the problems attendant upon the period of recovery from the disturbance of economic relationships through which we are now passing.

"Co-operative examination of such problems is a proven factor of helpfulness. To provide a national opportunity for such consideration of the questions confronting American foreign trade; to examine its present condition and its need for the future; to study means of assisting to restore production and consumption abroad as well as at home; to improve transportation, on land and sea; and to secure the thoughtful judgment of experienced business men on these and other matters of vital concern to all the American people, the National Foreign Trade Council will hold the Tenth National Foreign Trade Convention in New Orleans, on Wednesday, Thursday and Friday, May 2, 3 and 4, 1923.

"The central theme of the convention will be 'European Conditions As Relating to World Trade.'

"All Americans engaged in foreign trade or connected with any factor of our international commerce, agricultural, commercial, educational, industrial, financial or transportation; all Chambers of Commerce, Board of Trade, National and State Associations, and other industrial and commercial organizations, as well as firms and individuals, are cordially invited to participate."

STRONG FRENCH DEMAND FOR AMERICAN OAK STAVES

American Consul Theodore Jaeckel, writing from Bordeaux, France, makes the following comment on the cooperage stock situation in that market:

"American oak barrel staves remained firm throughout November at 5,500 to 6,000 francs per 1,600, according to quality. Barrels are scarce, as the available stock was practically exhausted in order to handle the exceptionally large vintage this year; in fact, a large part of the vintage had to be kept in the vintage tubs for lack of barrels."

MAYS MANUFACTURING COMPANY PURCHASES TIMBER TRACT

The Mays Manufacturing Company, which has, for years, operated tight stave and heading plants in the district around Leslie, Arkansas, has recently completed negotiations in the purchase of a large tract of timber near St. Joe, Arkansas. Reports from the St. Joe territory are to the effect that Ed Mays, the president of the company, is on the tract personally, superintending the erection of a plant and the installation of equipment for the manufacture of staves and heading.

Louisville Reports Slight Recession From January Volume of Business. Price Cutting Blamed.

Demand for packages slumped somewhat during February, and plants which were running in a very active way during January report that business this month has not been as good. This is said to be partly due to the fact that some companies have been cutting prices, resulting in a slight demoralization of the buyers, some of whom figure that the market is due to reach lower levels. Price cutting creates doubt in the mind of the buyer, and it is claimed that the cooperage houses which have lately indulged in this practice were boomeranged, as, instead of lower prices creating business, the reduction merely drove buyers out of the market, or resulted in their placing smaller orders, with the idea in mind of buying light and often and playing it safe.

Everybody Denies Responsibility

Of course, everyone is inclined to blame the other fellow, more or less, but two large companies operating in local territory seem to be charged with the largest share of responsibility in the situation. Other houses are maintaining prices in effect thirty days ago on both barrels and kegs. Some cooperage men are very optimistic concerning demand, and bullish concerning prices. In fact, there is a feeling that cooperage stock will be scarce this summer, and some well regulated houses are producing freely.

Shipping Conditions Both Good and—Not So Good

Tight cooperage stock prices are somewhat weaker in heading and in gum stocks. This is probably largely due to the excellent transportation conditions prevailing in January, which made it possible to move a tremendous amount of stock from the South, relieving threatened shortages in some sections, and breaking prices somewhat.

The transportation situation during January was ideal, and many houses reported abnormally large shipments for the month as a result of good car supply, good loading conditions, etc. However, February, with bad weather and heavy freight movement, has overtaxed carriers, and there has been considerable trouble. At Louisville the Louisville & Nashville R. R. declared a general embargo on movement to and through Louisville of everything except perishables and livestock, modifying this embargo on February 22d, to allow for shipment of freights moving through the city, and further stating that terminal congestion was clearing, and that all embargoes would, perhaps, be lifted in forty-eight hours. At Cincinnati a number of northern carriers have been swamped with business, resulting in embargoes against southern connections at that point.

Production Costs May Increase

It is claimed that the general outlook threatens increased production costs of cooperage in the South. High cotton prices have resulted in higher labor wages and greater demand for labor on the part of the cotton interests, while it is also reported that good conditions in the North—demand for labor of big industries, the building movement, etc.—along with the immigration situation, is resulting in negro labor of the South again being taken North, as was the case during the war period, when thousands of southern workers went North. Many of these later returned, but quite a large number remained. Increased consumption of cooperage, meaning larger demand for staves and heading, along with uncertain transportation conditions, are given as other causes why cooperage prices may go higher. Higher priced labor, it is claimed, will be the primary cause of higher production costs.

Tight Stock Market

In the tight market spirit staves remain unchanged at from $125 to $135 a thousand, with spirit heading at $1.25 a set. White oak oil staves are quoted higher at $70 a thousand; with red oak staves $55a$60 a thousand. Gum staves broke $5 a thousand and are quoted at $40a$45. White oak circled heading dropped to 45 cents; red oak, 40c.; gum, 25c.; and joined gum staves, which were quoted at $1 a set are priced at 80c. a set now.

Tight Barrel Market

Package quotations show white oak oil barrels at $2.90a$3, and red oak, $2.70a$2.75; with spirit at $4.75 a$5. Gum barrels are $2.35a$2.45; white oak half barrels, $2.30; red oak, $2.15. Keg prices show 5-gallon kegs, red oak, $1.15; white oak, $1.25a$1.35; 10-gallon, red, $1.50; white, $1.60; 15-gallon, red, $1.65; white, $1.75; 20-gallon, red, $1.85; white, $2; 25-gallon, red, $2; white, $2.10; 30-gallon, red, $2.15; white, $2.30.

Spirit barrels and kegs have been in somewhat better demand, and prices firm. While spirit barrels are quoted at $4.75a$5 at Louisville, there have been some shooks quoted at Argentina at $4.50 Louisville, to meet prices of $4.75 quoted New York by some houses.

Partly as a result of the active demand for spirit packages of small size, it is claimed there is a growing shortage of cut-off staves for keg stave production, with the result that larger production is needed today on staves and heading for use in kegs. A few years ago barrel business was big and keg business was small, but today the keg business is becoming a very big item. Consumers in many lines are buying in smaller quantities than formerly, while the home hooch makers desire the smaller packages. Moonshine raids produce lots of kegs but few barrels, as barrels are too big to be handled without attracting attention.

Slack Stock and Barrel Markets

In the slack market conditions show very little change other than that stock is a bit stiffer. Barrel prices here remain unchanged. Demand for packages is fair, but not big. Local plants are running every day, but not crowding things. Flour business was good in the last three fall months and fair in January, but millers are having slow business in February, due to jobbers and retailers being fairly well stocked, and refusing to buy. There has been a fair demand for sugar barrels, which are moving to various sections. Produce lines are also slow at this season.

Slack quotations show flour and salt packages at 70a75c.; sugar, 90c. one-head produce, 50c.; two-head, 55c.; poultry, 60a65c.; No. 2 stock, sugar-sized produce, 70a75c.

It is reported that both gum and pine staves and heading are a bit stronger in price and higher barrel prices are predicted. Gum staves in 28½ to 30 inch, No. 1, reported at around $13a$14 a thousand at mill, or about $15a$16 here; No. 2, $9a$11 at mill, or around $12a$12.50 here; mill run, $11a$13 at mill, or around $13a$15 here.

Local Trade Items

Paul Dysart, Jr., of the J. D. Hollingshead plant in Louisville, reported indications for higher slack barrel prices when spring demand strikes in. Right now there is some business from potato growers and handlers who are putting last fall's potatoes into cold storage for seed use in planting the second crop, as well as for late spring table use.

A report from the Atlantic Tank and Barrel Co. showed that the company was running steadily on oil packages and getting enough business to feel fairly well satisfied. It was reported by Manager Scott that future business was coming in fairly well and that the outlook was promising. Mr. Scott also reported that while there had been a good deal of price cutting reported, his house has been maintaining values.

The Louisville & Nashville R. R., Louisville, has recently issued circular G. I. S., No. 143, cancelling G. I. S., No. 122, of April 15, 1918. The new circular is revised to January 10, 1922, and carries about fifty pages of information concerning lumber and cooperage manufacturers located on the L. & N. system, listing these concerns by road divisions, telling the kind of product made and capacity in feet or cars per day. Quite a large number of cooperage concerns, producing both tight and slack material and packages, are listed. Copies may be had upon application to the general freight agent's department.

ATLANTIC REFINING COMPANY BUYS SITE FOR REFINERY AT PORT ARTHUR, TEXAS

Advices from Port Arthur, Tex., state the Atlantic Refining Co., Philadelphia, will soon start construction of a large oil refinery southeast of that city, and that 500 acres have been purchased as a site.

Pipe lines are being built by the company from the Haynesville fields, in Louisiana, and the Smackover, Ark., field to Port Arthur. The line from the Smackover field will run to Shreveport, La., connecting with the Texas Company's line between Shreveport and Port Arthur.

The Atlantic Company operates a large cooperage factory at its Philadelphia refinery, and it is entirely probable that one will be provided in the new Port Arthur plant. They are already large purchasers of tight stock, but their expanded production will doubtless greatly increase their demand for cooperage material.

COOPERAGE MANUFACTURERS SHOULD INVESTIGATE PROSPECTIVE BARREL NEEDS OF SOY BEAN OIL INDUSTRY

Progressive and forward-looking cooperage manufacturers will do well to initiate investigations of the possibilities for barrel use which the soy bean oil industry will eventually develop. This oil-bearing vegetable is rapidly advancing to a place in the list of volume crops in this country, and the traffic in soy bean oil gives every indication of becoming, in the course of a few years, as big an item in our national commerce as cottonseed oil is now. The bulk of the soy bean oil now produced in the United States is marketed in barrels, but it would seem that manufacturers of substitute containers are displaying a greater appreciation and a broader grasp of the possible development of this trade than are the barrel makers.

In view of the rapidly increasing popularity of the soy bean as an oil plant as well as a forage crop in the corn belt, the Bureau of Plant Industry, United States Department of Agriculture, has extended its investigations with these beans to meet the demand for information relative to the culture, varieties and utilization of the crop. About 175 introductions of soy beans were received from Manchuria, Japan and China in 1922. Many of these appear to be of promise for northern and central conditions. Several factories have been equipped or are being equipped with machinery for the manufacture of soy bean oil and meal as well as for various food products, such as soy sauce, flour and milk powder.

Much progress, according to the annual report of the bureau, is being made with soy beans in the South, where in past years the crop has not been very popular because of the shattering tendencies of the varieties that were grown. The Biloxi variety, however, on account of its non-shattering characteristics, has done much to increase the popularity and acreage of the crop in the Gulf Coast States. The Laredo variety has been found to be resistant to nematodes and wilt. It has given most excellent results for forage and seed production.

The soy bean can be grown successfully with corn and is becoming a very popular crop in the corn belt, as it can be hogged down and helps to balance the ration of corn. It can be grown on a wide range of soils, but inoculation is necessary when it is grown for the first time, says the United States Department of Agriculture. The hay from this crop contains a high percentage of protein and is palatable. This plant adds a great deal to the value of silage when it is grown with silage corn.

The soy bean furnishes an oil which has a high food value and which is also used in the manufacture of a long list of factory products. Its production is growing by leaps and bounds, and the demand for containers from the crushing plants must likewise increase from season to season. If cooperage manufacturers intrench themselves in the favor of the crushing interests while the industry is in its infancy, as it now is, they will block the advance of competitive containers in this new field and enjoy, in the future, the patronage of a trade that is most assuredly destined to grow to huge proportions.

SOUTH AFRICAN FRUIT EXPORT TRADE SHOULD BE INVESTIGATED BY SLACK BARREL SHOOK MAKERS

The expansion in the export fruit business of South Africa and the possibilities which this trade holds as a market for American-made barrel shooks are matters that should receive the close and painstaking investigation of progressive cooperage interests.

The fact that the growth of this business, particularly during the past two years, has developed truly surprising speed and strength and the further fact that there are many varieties of fruits and vegetables represented in the list of exports to which the barrel or barrelette is admirably suited as a container, furnish adequate grounds upon which to base an exhaustive survey of the industry. A recent report of fruit exports from South Africa, compiled by Consul Charles J. Pisa, Cape Town, shows that during 1920 the total foreign shipments of South African fruits was 443,251 packages, while during the first nine months of 1922 the volume attained was 1,070,219 packages. This tremendous gain of 626,968 parcels does not represent the entire or total expansion in the trade, as there are three months of last year for which figures are not yet available. The final statistics will be even more impressive.

The crate and the box are the containers in present popular use in this field and practically the entire supply is bought abroad, principally in Sweden. However, an intensive investigation of the package situation in this field would unquestionably disclose conditions and commodities to which barrels and barrelettes are, or could be, adapted, and which would warrant active and aggressive solicitation of cooperage shook orders.

Satisfactory Volume of Business Being Maintained in Philadelphia Cooperage Trade. New and Second-Hand Lines Active

Cooperage trade conditions in the Philadelphia district continued through February on approximately the same plane that they occupied during January. There was a slight, but only a very trifling, recession in activity during the past month—not enough to make any material impression on the general status of affairs.

Some houses enjoyed a brisk business throughout the past four weeks, others reported business as "satisfactory," but inclined to lack life and "pep," and still others described their trade as "spotty"—bright and snappy one week and dull and lethargic the next. Surveying the situation from the angle of the collective business of the whole district, the conclusion is warranted that regardless of the individual experiences of the few firms which found orders scarce and small during the month, the volume of sales that were consummated during February by the whole trade compared very favorably with that of January. Putting the matter in other words—the cooperage situation in and around Philadelphia, during the month just passed, could be fitly described as anything between "good" and "fine."

Tight Trade Satisfactory

New tight goods sold in fair volume—not in large quantities, it is quite true, but in satisfactory amounts. There is no particular item in the new line that was in noticeably large demand. The call was well and more or less evenly spread over the whole list of containers that normally find users in this market. One representative handler of new tight packages described conditions as "quite alive but somehow a bit heavy." "February's business," he said, "moved along on an even keel, neither very briskly nor very slowly. We booked a satisfactory volume of orders but they drifted into our books without any fuss or excitement, and seemingly without the 'zip and go' that usually characterizes our efforts. For no reason that I can describe there was a lack of enthusiasm in last month's trade. However, each day developed its quota of orders, and we closed the month's business well satisfied as to its size."

The above description of conditions can be accepted as a fairly accurate gauge of the general situation in tight lines. The demand for large containers was fairly well sustained and yielded a sufficient quantity of orders to keep the trade moderately content. Kegs and smaller packages are, with the approach of the spring wine season, becoming items of active interest to the jobbing dealers. Contracts covering the jobbers' estimated needs in these "home beverage" packages are being discussed and negotiated, and there is every indication in the figures that some of these documents carry that there will be no scarcity of kegs in Philadelphia this summer. The retail demand has not yet appeared, but the jobbers are making preparations for what they believe will prove a record season.

Price Cutters Appear in Philadelphia

Local trade was somewhat disturbed during the past month by the operations of a western house which sent a representative to this territory who made quotations on tight kegs and barrels, which were considerably below the prices that were current in this market before his advent. As a result of his visit, the local market is to some extent demoralized, and consumers who would normally place their business at this season of the year are in many cases holding off in the expectation of a further decline in prices. According to the best opinion to be gathered among local dealers, there is nothing discernible in the present stock or manufacturing situation upon which to base drastic cuts in package prices, and the practice of "stealing a market" through the medium of under-quoting local houses is receiving severe condemnation.

Quotations from Philadelphia houses are practically the same as they were last month, no "softening" being apparent, except in the item of heading, which is being shaded a few cents.

Conditions in Second-Hand Line Continue Excellent

In the second-hand line conditions continue to hold excellent. All shops and yards are operating full time and with full forces. Prices are being maintained at the level of January's quotations, and there is apparently nothing in the immediate future that would indicate any material change. The general demand for re-coopered and used packages is strong and steady. The oil refineries are at present consistent consumers, buying in quantities as large as 20,000 used containers at one time, and the call from other industrial lines is in its usual proportion. Quotations on No. 1 lubricating oil barrels hover around $2.00. Supplies of second-hand barrels are still weak, which, together with the strong demand, creates a rather healthy business condition for the larger handlers.

Most dealers are keeping their plants and yards cleaned out, as stock is worked up and delivered about as fast as it is received.

Second-hand slack barrel handlers also report satisfactory business. Most of the shops are busy preparing stock for the spring fruit and vegetable trade, while at the same time taking care of the industrial demand, which is usual at this season of the year. The factories making new barrels are running on approximately the same schedule which prevailed through January, from 75 to 85 per cent. normal, and predictions are that they will continue at the present rate through March.

February Business Satisfactory

The Philadelphia situation during January was "good," during February it was also "good," but not just quite as good as it was during the preceding month. However, it was a very long way from being "poor," and, on the whole, the local trade was satisfied. While business dragged a trifle in some instances there was a sufficiently strong movement in all lines to justify and sustain the optimistic attitude that the past few months has engendered in the dealers.

GENERAL COOPERAGE COMPANY ENLARGES ITS PLANT

The General Cooperage Company, Philadelphia, Pa., finding that additional room was necessary to properly care for its rapidly expanding business, has leased the building adjoining the premises which it now occupies at Second and Willow Streets.

The acquisition of the adjacent premises approximately doubles the size of the plant formerly occupied. Extensive alterations in the new leasehold, which will include commodious accommodations for the executive offices, are under way.

This company had an exhibit comprising barrels, kegs and cooperage supplies at the recent industrial exhibit of the Pennsylvania and Atlantic Seaboard Hardware Association, which was held in Philadelphia during February. Mr. R. A. Cabray, president and general manager of the company, was in charge of the booth.

ATLANTIC REFINING COMPANY OPENS NEW KEG DEPARTMENT. WILL SELL PRODUCT TO TRADE

The Atlantic Refining Company, Philadelphia, Pa., has completed the installation of machinery in a new keg department and has started the manufacture of small packages. The new department will be operated as a unit of the present barrel factory, which is located in the company's huge oil refining plant at Point Breeze, on the southern edge of the city. Hitherto the Atlantic Company's barrel factory has been devoted exclusively to the manufacture of containers for their own use, but according to an official of the company, the product of the recently opened keg factory will be put upon the open market and offered to the consuming public in competition with the goods of other makers. Kegs ranging in capacity from 5 to 30 gallons will be manufactured and the estimated capacity of the new plant is placed at 1,000 packages per day.

MORE OIL BARRELS WILL BE NEEDED FOR COLEVILLE, PENNSYLVANIA

Bradford and Warren oil operators have arranged for erection of an oil refinery at Coleville, Pa., nine miles from Bradford. The company is assured the production of a wide range of oil territory, which will amount to several hundred barrels per day. The refinery will be connected by a spur track with the Pennsylvania Railroad. Work on the buildings will start as soon as the weather will allow.

The new refinery will necessarily be a consumer of wooden oil barrels, which will mean more business for tight coopers.

GOING OUT OF BUSINESS

The Aurora Cooperage Co., Aurora, Ill., are withdrawing from the cooperage business. The company was incorporated in 1893, with W. E. Gillett, president, and R. G. Huvell, secretary.

NEW MANUFACTURES' TAX BILL INTRODUCED IN PENNSYLVANIA. WOULD APPLY TO EVERY MANUFACTURING ENTERPRISE

A manufacturing capital stock tax bill has been introduced in the Pennsylvania House of Representatives by Representative O. D. Stark, of Wyoming County.

It proposes a tax on the capital stock of all manufacturing companies of four mills "upon each dollar of the actual value of its whole capital stock of all kinds, including common, preferred and special." The tax would apply to every corporation, joint stock association, limited partnership and company whatsoever. The scope of the bill embraces cooperage manufacturing enterprises and its introduction is, therefore, a matter of direct interest to all Pennsylvania cooperage concerns.

Representative Stark recently estimated the proposed tax would bring in approximately $12,000,000 of new revenue.

The Stark bill amends Section 21 of the Act of June 1, 1889, and removes the exemption from taxation granted in that act to "corporations, limited partnerships and joint stock associations organized for laundering and manufacturing purposes."

The removal of this exemption makes every manufacturing corporation in the State subject to the four-mill tax. A further amendment in the Stark bill to the act of 1889 reduces the amount of the tax from five mills to four mills.

The exemption in the act of 1899, which is stricken out under the provisions of the Stark bill, clearly brings the great manufacturing interests of the State within the purview of the act and robs them of that immunity granted by the State for generations under which Pennsylvania has become the leading industrial State of the Union.

FRUIT GROWERS' ASSOCIATION ORGANIZED IN PENNSYLVANIA

A fruit growers' association of Central Pennsylvania growers has been recently organized. The purpose of the association is co-operative packing and marketing. Headquarters will be at Mercersburg, Pa. Slack barrel interests should take immediate steps looking toward having them adopt the barrel as their official container. The name for the new body has not yet been selected, but a little enterprise will uncover the leading spirits in the movement.

5,322,708 BARRELS OF APPLES IN STORAGE IN FEBRUARY

This month's report of apples in cold storage, exclusive of those in wholesale houses and retail stores, showed there are 5,322,708 barrels of apples yet to be removed from storage plants, an average of about five pounds of apples for every inhabitant of the country, according to a report issued by the United States Bureau of Agricultural Economics.

As early as October 1st last year, 1,452,000 barrels of apples went into storage, an unusually large amount, due to a car shortage in nearly all producing areas, a fairly heavy production and low prices early in the season. The peak was reached in December, when about 6,743,000 barrels, 1,000,000 more than in 1921, were held.

PEKIN COOPERAGE CO. AND CHICKASAW COOPERAGE CO. SEPARATE THEIR BUSINESS INTERESTS

New York, Feb. 24, 1923.

Editor, The National Coopers' Journal:

Will you kindly insert the following in the next issue of the Journal:

"Announcement is hereby made that on January 1, 1923, our interests were separated, and each company is now operating independently on its own account.

Pekin Cooperage Company,
H. G. Herget, *President.*
Chickasaw Cooperage Company,
Memphis, Tenn.
Walker L. Wellford, *President.*"

"JERRICO BARRELS" BOOKLET A FINE BIT OF PUBLICITY

Stephen Jerry & Co., Inc., 271-80 Huron Street, Brooklyn, N. Y., manufacturers of the "Jerrico Barrels," has just issued one of the most attractive and complete barrel booklets that has come to hand in some time. The booklet is of most convenient size, 4½ x 7 inches, and sets forth fully the merits of "Jerrico" barrels by means of illustrations and comprehensive reading matter.

Every user of slack wooden barrels should have one of these booklets, and same can be secured by addressing Stephen Jerry & Co., Inc., at their Brooklyn address.

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Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

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LONGER TRADE SEASONS

The ideal condition of business, insofar as the cooperage industry is concerned, will obtain when the demand for cooperage products, which now waxes or wanes with the various "seasons" in which consumers' lines are active or dull, is so manipulated, controlled, or influenced that business will move along with a steady, smooth progress which will develop neither periods of rushing, swirling, feverish activity, nor yet periods of orderless, expensive idleness.

The prevailing "seasonal" schedule under which our industry is forced to operate is imposed upon us because of the practice, indulged in by innumerable consumers in many lines which are active only during certain months in the year, of withholding their orders for cooperage until the actual need for containers is pressing them.

Inasmuch as manufacturing or selling cooperage products would be far more pleasant as well as profitable if the present order of successive periods of extremely brisk and extremely dull business were supplanted by a steady, even demand the year 'round, the obvious thing to do is to attempt to spread or lengthen the various "seasons" so that they will overlap and fill the gaps that now exist between them.

Naturally, we can neither hasten nor retard the maturity of crops, nor can we dictate to growers, packers or manufacturers of seasonal commodities when they shall or shall not buy barrels, but we can, by demonstrating the wisdom and economy of purchasing and storing cooperage well in advance of their needs, educate them to buy the bulk of their estimated requirements early in their respective seasons and so spread their purchases over a greater portion of the year.

That the consuming trade would be responsive to a continued urge in this direction is clearly demonstrated in the gradual expansion of the apple-barrel and barrel-stock "season," which has been slowly but steadily broadened until at present it covers a period of approximately nine months. What has been accomplished in the apple barrel trade can be duplicated in many other seasonal industries, and there is scarcely a doubt but that vigorous concerted action along this line, through advertising and personal advocation, would, within a reasonable time, so influence the existing demand that cooperage operations could enjoy a well-balanced business the year around.

BUSY COOPERAGE SHOPS

There is no better gauge with which to measure the true condition of the cooperage business than the activities of the numerous cooper shops located in the various cities of the country. The operations of these plants furnish a positive and reliable index to the strength or weakness of the general demand for cooperage products, and they reflect, indirectly but with accuracy and verity, the trade status of the industry as a whole.

When the cooper shops over the country are busy it is in direct reflection of a strong general demand for barrels, and when they are idle or running only part time it is in direct reflection of a falling off in consumption. The shops, as a rule, operate only to fill orders, as but few of them are equipped to store any large quantity of made-up packages, and for this reason they are probably the most sensitive "business gaugers" that the industry possesses.

A comparison of the present activity of the barrel shops with the activity, or rather the lack of activity, of the same season of last year, furnishes a very interesting, and, at the same time, highly satisfying bit of information. In February of 1922 there was a general dullness prevailing in barrel manufacture that spread from one end of the country to the other. There were, of course, the usual exceptions where in a few favored sections a particularly happy combination of circumstances kept a small number of plants working on a camparatively full schedule, but these high spots were widely separated and not by any means numerous. The vast majority of the shops were either totally idle or running but part time with greatly reduced forces, and a pall of gloom enveloped the barrel makers—and, as a matter of fact, the entire industry—through which they were unable to see the faintest gleam of anything that would tend to make them cheerful or to encourage them to expect an early improvement in their situation. The outlook in the spring of last year was not promising, to say the least.

February, 1923, presents an entirely different aspect, and the comparison of present conditions with those of twelve months ago is illuminating. Today there remain but few traces of the depression which gripped the industry during the greater part of last year, and the trade situation is so reversed that idle shops and part-time operations are now rare exceptions to the general rule of full-time activity.

Sectional reports from all over the country show that cooper shops and barrel factories are now securing vastly more business than they were placing on their books at this time last year, and the influx of orders is increasing with consistent steadiness. The widespread territory which these reports cover and their uniformity and agreement as to the increasing volume of trade gives the data which they contain value and authority. The only interpretation that can be placed upon the collective message that they convey is that the general demand for barrels is at present in a strong and healthy state, that it is growing stronger and healthier, and that every indication points to a progressive growth of this consumption during the coming months. In the face of incontrovertible evidence that the public is at present absorbing an increasing number of barrels, the inference is plain that the stock manufacturers, who supply the material from which the barrels are made, must find considerable comfort in the situation.

Illustrative of the improvement in the barrel trade which February, 1923, shows over February, 1922, the following one-word summaries of the status of trade with the cooper shops in various cities are set forth for purposes of comparison.

	1922	1923
Evansville, Ind.	Poor	Good
Kansas City, Kan.	Dull	Fair
St. Joseph, Mo.	Dull	Very Good
St. Louis, Mo.	Poor	Excellent
Omaha, Neb.	Slack	Excellent
Cambridge, Mass.	Very Poor	Excellent
St. Paul, Minn.	Poor	Fair
San Francisco, Cal.	Very Poor	Good
Rochester, N. Y.	Dull	Fair
Dallas, Tex.	Very Dull	Good
Pittsburgh, Pa.	Dull	Good
Philadelphia, Pa.	Poor	Good
Los Angeles, Cal.	Poor	Good

It will be readily seen from the above reports, which were drawn from a mass of similar documents without any attempt at selection, that there is at present a uniformly brisk barrel demand in all sections of the country, and as the activities of the barrel plants are an infallible index to the general trade condition of the whole industry, we may draw the conclusion that every branch of the trade is enjoying a similar demand. There is much in the present situation to give us cheer.

AVAUNT, THE PRICE CUTTER

Price-cutting is very properly regarded by the larger portion of the cooperage trade body as something akin to the reprehensible in business methods.

The theory of price-cutting is based upon faulty logic, and its practice is in every instance extremely detrimental to the steady progress of trade; it is looked upon with supreme disfavor by a preponderant majority of the stable and reputable firms and individuals in the industry, and so generally is this fact recognized that the habitual price-cutter, alive to the widespread prejudice against tricky underselling, will, as a rule, unequivocally deny or refute any allegation that he uses this method of placing orders on his books.

There is much to be said in defense of the manufacturer or handler of cooperage who, by reason of favorable stock purchases or efficient and economical production, advantageous location or exceptional marketing facilities, can and does consistently sell his wares at a uniformly low price. So long as his operations yield him a fair and reasonable profit he can not justly be termed a "price-cutter." The fact that he is able to put his goods on the market cheaper than those of his competitors who are less fortunately situated, either as to manufacturing equipment or business acumen, does not lay him open to the charge of falling within this undesirable class. He has an economic advantage which is an asset to him and which he most certainly has every right to use in the development of his business. He is not the type of operator who draws the censure of the trade.

It is the cooperage manufacturer or handler whose production and marketing costs are on a comparative parity with the general average of those of his competitors, who, in the mistaken and ill-founded belief that he can "steal the market," issues quotations that represent little or no profit, if not an actual loss, on the orders secured, against whom the displeasure of the industry is directed. These shallow-thinking operators, with characteristic short-sightedness, delude themselves with the conviction that business obtained at prices which yield anything from a mere "turnover" to a loss will blossom into future order which can be booked at a profit, and their fond hope is that the later profit will be large and succulent.

The absolute lack of vision which identifies price-cutting operations is apparent to every one who can lay claim to even average business sense and judgment. The receipt of low quotations on cooperage which cannot be justified in the manufacturing or marketing costs of the producer or handler who issues them creates in the mind of the consuming trade the suspicion that the prices of other manufacturers or handlers are excessive or inflated, and breeds an uneasiness that is difficult to allay. The honesty of the industry is impugned and a wholly false and misleading impression engendered. Any particular market that is the field of successive price-cutting campaigns becomes unsteady and demoralized and temporarily, at least, a profitless territory in which to do business. One price-cutter, pursuing his reckless and ill-advised policy, can disturb and handicap the legitimate business of the entire industry.

There can be no just complaint registered against honest competition, even where one firm enjoys and uses a peculiar economic advantage to quote prices that other firms cannot meet, but the practice of "raiding" markets through the petty bribery of palpably unprofitable quotations is one that is unquestionably open to criticism. The inveterate and confirmed price-cutter is a menace to the peace of the industry—his psychology is warped and his methods inimical to the best interests of the trade. Unable or unwilling to meet his fellow manufacturers or handlers on the plane of straight-forward competition, he seeks to gain an unfair advantage by recourse to guerilla tactics, little recking nor caring what the ultimate effect of his depredations will be.

There is, of course, no legal liability incurred by these business bolshevists through their price-cutting activities, but they most certainly and most properly come under the well-founded displeasure of all reputable firms and individuals who endeavor to administer their business in accordance with accepted trade ethics and business principles.

SEEMS TO BE PLENTY OF MONEY IN THE BANK

Ten billion dollars of deposits are in the trust companies of the United States for the first time in their history. This record was established during 1922, which marked the centennial of trust company service in this country.

In view of this huge fund, it would appear reasonable to suppose that financing sound cooperage enterprises should be fairly easy of accomplishment.

COOPERAGE DEMAND HAS STABILIZED ITSELF AND INDUSTRY HAS FIRM BASIS FOR FINE BUSINESS YEAR, SAYS WALTER C. HARTMAN

The cooperage business, as far as demand is concerned, continues to stabilize itself on what we consider a pretty sound basis that promises to continue throughout this year. Heading is very scarce. There are enough or too many manufacturers of heading in the United States and sufficient well equipped mills to supply the trade, if in full operation. Six months ago heading was selling for a price that did not give the mill man any profit and in some cases a serious loss, and the most natural thing in the world was a reduced production and in many instances, particularly in Alabama, a shut-down and a closing-up of the mills.

Everyone interested in the cooperage business wishes to help maintain the popularity of the wooden barrel. Exorbitantly high prices on any item discourages its use. Perhaps heading has not reached a point where its cost should be considered abnormal, but for the good of the trade there should be a limit in the advance and more heading must be produced in the near future to take care of the demand that is now with us and that is coming.

This is particularly true of pine heading. The use of pine heading has grown steadily for several years and it will not return to the low cost level of last year for some time to come as the cost of manufacturing has materially advanced within the last few months and pine lumber has been jumping to a higher level every week. The manufacturer of heading is entitled to a fair profit and he certainly did not enjoy a prosperous 1922.

Elm hoops are steady at slowly advancing prices and if a good fruit crop is in sight, this stock may be very scarce this spring and summer. There has been a recent advance in the price list of wire hoops. The American, the Youngstown and the National made this change the middle of February. The above are the three makes of wire hoops now being put on the market.

During an extended trip of three weeks throughout some of the New England and southeastern States the writer found business generally very good with demand for cooperage stock increasing steadily. I am leaving for an extended trip throughout the South and will be pleased to advise through my April report as to the conditions among the mills and consumers.

FRUIT AND VEGETABLE GROWERS MUST HAVE BARRELS, AND BARRELS MEAN COOPERAGE STOCK, SAYS C. M. VAN AKEN

The activity in the cooperage business which started a month or so ago has continued during the month of February—coupled with the difficulties in shipping has been the desire of the purchasers to have at least a part of their requirements secured. This has caused the upward tendency in prices which invariably accompanies such a condition. Business generally is better now than it was a few months ago; promiscuous barrel makers are feeling some improvement, but with them the improvement is not sufficient to cause any great amount of excitement. However, the fruit and vegetable people feel that they must be assured of a supply of barrels to take care of the crops. To do that, they must have the cooperage stock with which to make the barrels, and having in mind the fact that it was not such a long time in the past when a condition existed where barrel material could not be had at any price, they want some material on hand now. While they do not expect the war-time condition to be repeated, still, they feel that it is best to play safe. If the present cooperage business continues until the first of May, we can feel reasonably sure 1923 will be a good cooperage year, but between now and the first of May a lot of things can happen. As we have said, the February cooperage business in this section has been very satisfactory.

WINTER HAS BEEN FAIRLY GOOD FOR LOGGING, AND SPRING AND SUMMER TRADE IN BOTH TIGHT AND SLACK COOPERAGE LINES SHOULD BE ACTIVE, SAYS JAMES INNES

Cooperage manufacturers in the north are busy at present putting in logs and bolts for the season's run.

The winter has been a fairly good one for getting out material, but costs are still very high—wages of woodsmen being 20 per cent. to 25 per cent. higher than a year ago, when very little lumbering was done. This year all available men are in good demand.

As to slack barrel stock, some contracts for future delivery have been made, but manufacturers are not pushing sales of cooperage stock, as they look for better prices when the season opens. As hardwood lumber is in good demand at good prices, prices of cooperage stock must stiffen up or a lot of logs that are suitable for either purpose will be put into lumber. Stave prices are firm, with an upward tendency. Hoops are also firmer in price, while heading is still dull, although there has been some advance in heading prices.

In tight barrel stock lines shipments are moving freely, as there is little new stock coming in from the woods. There are shortages is some tight lines, however, that cannot be filled until early summer. Tight stock prices are higher in all lines, in fact, are now about normal.

Export trade is opening up, and, as pre-war and war stocks are about cleaned up, the foreign trade is likely to be fairly brisk this season.

PINE HEADING SITUATION SHOWS IMPROVEMENT. OPERATORS REGARD THE IMMEDIATE FUTURE WITH CONFIDENCE

What might be termed "official confirmation" of the general impression that conditions in the pine heading trade are at present fairly satisfactory to the manufacturers of this cooperage commodity is contained in a letter from E. A. Powell, president of the Powell Cooperage Company, Memphis, Tennessee. Mr. Powell, who to the cooperage fraternity is familiarly known as "Tom"—presumably because his initials are "E. A."—is the administrative head of one of the largest slack heading producing organizations in the country and his comments of trade conditions can well be regarded as authoritative. His letter follows:

MEMPHIS, TENN., Feb. 21, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

The pine heading production today is about 60 per cent. of what it should be. This shortage in production comes from several different causes: the shortage of labor, bad weather and the loss of a number of mills by fire and the loss of some that have stopped operation during the last two years through the scarcity of timber.

Prices in pine heading have been steadily rising for the past two months until they have now reached a level that makes the manufacture of pine heading fairly profitable, if the cost remains about as at the present time. This is not at all certain, as the cost has advanced some ten to fifteen per cent. during the last three months.

The demand for heading is good, because nearly all the coopers are busy and the consumption of pine heading has increased more than that of any other item of cooperage and we have not at this time any more mills in operation than are necessary to take care of what might be called a normal volume of business. Of course, our present production is too large when business conditions stop the consumption or retard it to any appreciable degree.

Naturally, we believe in the future of pine heading. We think that for most purposes it is better than gum and it can always be made some cheaper. Its consumption, however, is increasing in many businesses, not on the basis of this lower cost, but because as a head it is preferred to gum or hardwood heading.

The quality of pine heading has been improving and this will continue. The dependability of service from pine heading mills has been helped very materially by the consolidation of single mill operators into groups that sell through one agency.

The feeling of optimism that pervades general business, warrants our looking forward with confidence to profitable operation for the next few months, so the pine heading operators today are in a more cheerful frame of mind than they have been for some time, and while it will take quite a period of profitable operation to make up the losses of the past two years, the nervous strain has been relieved and the psychological result is the same as if we had been enjoying good business for the past year.

With kindest personal regards, we are,

Yours very truly,

POWELL COOPERAGE COMPANY,
E. A. POWELL,
President.

F. F. KESSEL RETURNS TO ROAD WORK

Mr. F. F. Kessel, veteran salesman of slack cooperage, has just completed an inspection tour of northern timber lands for his firm, the National Manufacturing Company, Detroit, and is again back on the road visiting the trade. At present he is making a swing through the eastern and southeastern fruit belts, traveling by automobile.

MISSOURI APPLE GROWER STATES SOME FACTS THAT SHOULD BE OF INTEREST TO FRUIT STOCK AND BARREL PRODUCERS

Mr. C. Vollenweider, Seymour, Missouri, a widely-known and successful apple grower, recently addressed a letter to *The New York Packer*, in which he set forth an array of facts relative to apple production in the "barrel country," which present the matter of eastern apple production in such favorable light that we are constrained to republish a portion of his communication for the benefit of the appel-barrel and stock manufacturing trade. Mr. Vollenweider said in part:

"We have had nowhere near a maximum crop in the barrel apple States in 1922. The Shenandoah and Cumberland Valley district produced only about 1,000,000 barrels. There are thousands of acres of young orchards coming into bearing in that wonderful apple country, and barring another severe frost I look for that section to produce 5,000,000 or more barrels this season. New York and the New England States did not produce a heavy crop of winter apples. In these Eastern States as well as Michigan there are a lot of young orchards of the better class of eating apples, such as McIntosh, Jonathans and Grimes coming into bearing.

"Ohio, Indiana, Illinois, Arkansas, Missouri, Kansas, Nebraska and Iowa—the entire Middle West—had a very light crop of Ben Davis, and lost more than half their Jonathan crop. The production in this vast territory can easily be double what it was in 1922.

"If our Western friends could not make a profit in 1922, I see no hope for them to ever make a profit, except in years when climatic conditions prevent the Eastern States from making a crop.

"We have had our crops cut by freezes three times in succession and if we shall judge the future by the past, we will not have any trouble for a while.

"I spent the entire season of 1921 in the Northwest and found that the majority of the growers out there believe that the commercial apple orchards of the East are fast dying out, and that there never will be any large crops of good apples produced any more in what we call the 'barrel apple States.'

"The truth of the matter is, that there never have been any such crops produced in the East as will be produced in the next ten years.

"Thousands of acres of old orchards have been renovated, and thousands upon thousands of acres have been planted to good varieties in the last ten years. In fact it has been in the last ten or, rather, five years that we have learned something of modern orchard practice. The big freezes of 1920, 1921 and 1922 have prevented us from showing what we can do. When the Western growers commenced to market their superb fruit in our home towns, they woke us up, and they woke up a giant.

"The Northwest could market about 10,000 to 15,000 cars of their fine fruit in the markets of the United States and name their own price. However, whenever they attempt to market 30,000 to 40,000 cars, in seasons of fair or good crops in the East, it will prove disastrous to them, and that more and more so, as the years go by, because we are fast getting our Jonathans, Grimes, Delicious, Winesaps Staymans, McIntosh and other good varieties we have planted into bearing. During the last five years we were too strong on Ben Davis, York and Baldwin, but that condition is fast changing."

Mr. Vollenweider's views are most certainly inspiring reading to fruit barrel interests.

MR. H. F. DENEKE MADE SALES MANAGER FOR HIMMELBERGER-HARRISON LUMBER COMPANY

The appointment of Mr. H. F. Deneke to head the sales department of the Himmelberger-Harrison Lumber Company, of Cape Girardeau, Missouri, was officially confirmed by that company during the past month. Mr. Deneke succeeds the late Albert Will, who died during December of 1922.

Although a comparatively young man in point of years, Mr. Deneke has every qualification and ability essential to the successful discharge of his new responsibilities. A native of Missouri, born in Cape Girardeau County, in 1896, his early life was spent in and around the town of Cape Girardeau in the very shadow of the institution which he now represents. After finishing his preliminary education in local schools, he elected to prepare himself for a business career, with which end in view he entered upon the study of commerce and finance at the St. Louis University, completing his course and qualifying with honors.

Since entering the employ of the Himmelberger-Harrison Lumber Company, Mr. Deneke has risen through successive assignments of responsibility to that of head of the sales department, a position for which his theoretical and practical training eminently fits him. His many friends in the cooperage trade will doubtless be gratified to learn of his advancement.

Forest Products Laboratory Furnishes Data of Interest and Value to Cooperage Industry

The experimental and research work that is being carried on in the Forest Products Laboratory, at Madison, Wisconsin, is, unquestionably, of vital interest to the wood-using industries of the country. This institution, which is devoted to the scientific investigation of problems and practices in wood utilization, releases from time to time technical notes or bulletins setting forth the progress being made in its numerous investigations or the conclusions reached as the result of exhaustive experiments. Among the latest technical notes sent out from the laboratory were the following, which are of general interest to cooperage manufacturers and users:

BULLETIN NO. 1

Differences Between Heartwood and Sapwood

Sapwood is the outer light-colored portion of a tree trunk through which the water passes from the roots to the leaves, and in which excess food is stored temporarily. Heartwood is the central core of the trunk. In most woods the heartwood can be distinguished from the sapwood by its darker color. But in hemlock, aspen, cottonwood, some beeches, all spruces except Sitka spruce, basswood, holly, hackberry, tupelo gum, and the true firs (not Douglas fir), there is very little difference in the color of the heartwood and the sapwood.

As new sap is formed on the outside of the tree trunk, the inner sapwood changes to heartwood. During this change the living cells die; the pores of some woods become plugged up with a froth-like growth, known as "tyloses;" and the cell walls, and in some species the cell cavities, become infiltrated with various substances, some of which darken the wood. These infiltrations do not add appreciably to the weight of the wood, except in species like ebony and rosewood, in which the pores become filled with deposits.

In over 500,000 tests which have been made by the Forest Products Laboratory, Madison, Wisconsin, on the various species of woods grown in the United States, no effect upon the mechanical properties of the wood due to its change from sapwood into heartwood has ever been noticed. The heartwood of oak, pine and other structural timbers is not intrinsically stronger than the sapwood, as has often been supposed to be the case; nor is the sapwood of hickory and ash intrinsically stronger than the heartwood, as is sometimes claimed in connection with handle stock.

The essential differences between heartwood and sapwood are as follows:

Heartwood, as a rule, is more durable than sapwood in damp locations and less subject to attack by stain and mold-producing fungi. It usually is colored and, therefore, considered more ornamental than the white sapwood, except in a few cases; in yellow pine interior finish and maple flooring, for example, the white sapwood is preferred. Heartwood is less permeable to liquid and therefore more suitable for tight cooperage, tanks and conduits; and it responds more slowly to changes in atmospheric humidity, which often is of advantage when uncoated wood is exposed for a relatively short time to a different humidity. The heartwood of some species contains more valuable extractable materials, such as tannin and dyes, than does the sapwood.

Sapwood, as a rule, takes preservative treatment better than heartwood. It seasons faster, but when green usually contains a larger percentage of moisture, which often makes it heavier. Because sapwood is the outer portion of the tree, it contains fewer common defects, such as knots, shakes and pitch streaks. In resinous species the sapwood usually contains less resin than the heartwood. Sapwood is more free from odor and taste, which may be an advantage in some cases, and a disadvantage in other cases.

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BULLETIN NO. 2

Utilization of Blue-Stained Lumber

While it has been established that blue stain in lumber is not an early stage of decay, but merely an indication of the presence in the sapwood of a fungus which does not materially affect the strength of the wood for ordinary commercial purposes, no absolutely effective method of preventing it, other than kiln drying has been found. Kiln tests at the Forest Products Laboratory of the Forest Service, have shown that a temperature of 140° F. for a period of six hours is sufficient to kill the blue-stain fungus in the center of test pieces up to 4 by 4 inches square. No chemical dip for green lumber has been found which is remedial in periods of continued rain during the warm months. Until a suitable method of prevention is found applicable in cases where kiln drying is not feasible, intelligent utilization of the discolored stock will remain the only means of discounting the damage done by the blue-stain fungus when the methods now available have failed to keep it out. Resurfacing will not help when the fungus has made substantial penetration.

As blemish in any degree would destroy the beauty of the grain of the wood, bright, stain-free stock is highly desirable for a large variety of uses requiring a natural finish. But for many purposes where the wood is to be covered up or painted and where the use of sapwood is permissible, there is no reason for discriminating against blue-stained material, provided no wood-destroying fungi are associated with the stain.

As the conditions which favor the development of stains in sapwood also offer the opportunity for infection with the wood-destroying fungi, the holder of such material should assure himself that no indications of these harmful fungi are present before recommending the use of badly blued stock.

Blue stain is freely accepted in rough lumber, lath, scantling, plank and some of the larger sizes of dimension. More could well be used in the manufacture of sash, doors, millwork and other products when the discoloration is to be painted or otherwise hidden from view.

Greater confidence in decay-free blued stock can be built up if the dealer will make clear to the customer the fact that blue stain does not seriously affect the strength of wood, and will suggest specific uses. Efforts in this direction will be greatly reinforced when blue-stained lumber comes into wider use and justifies the dealer's claims.

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BULLETIN NO. 3

What is Meant by "Hardwoods" and "Softwoods?"

No definite degree of hardness divides the "hardwoods" from the "softwoods." In fact, the only absolute distinction which can be made between the two classes of wood has nothing to do with the hardness or softness. The terms are simply one of several pairs of popular descriptive names in use for referring to trees of the two great groups, botanically known as the Angiosperms and the Gymnosperms.

The botanical distinction between these groups, which is that the seeds of the Angiosperms are enclosed in pericarps and the seeds of the Gymnosperms are exposed, is in itself of no commercial importance. But there are numerous general differences which make it necessary for wood users constantly to refer to Angiosperms and Gymnosperms by some name or other. Differences in structure, appearance, properties, size and quality of the timber and in regions of growth, keep the woods of the two groups more or less separated, from the logging operation down through the manufacturing process to the ultimate use.

The terms "hardwoods" and softwoods" are the most generally accepted popular names for the two classes of trees, although they are, perhaps, the most misleading. It is true that many Angiosperms, such as oak, hickory, sugar maple and black locust, are notably hard woods, and that many Gymnosperms, such as most pines and spruces, are rather soft woods. But there are a number of outstanding exceptions. Basswood, poplar, aspen and cottonwood, which are all classified as hardwoods, are in reality among the softest of woods. Longleaf pine, on the other hand, is about as hard as the average hardwood, although it is classified as a softwood. Yew, another so-called softwood, is about three times as hard as basswood, and considerably harder than most oaks.

Another common name for the Gymnosperms is "conifers." This is more accurate than "softwoods," as all native Gymnosperms except the yew are cone-bearing trees.

Gymnosperms are sometimes spoken of as "the evergreens," and Angiosperms as "the deciduous trees," from the fact that most trees in the former group keep their foliage the year round and most of those in the latter group lose their leaves during the fall or winter months. The exceptions among the softwoods are bald cypress and tamarack, which have no leaves in winter. With hardwoods it is more or less a matter of climate. Many tropical hardwoods are green the year round.

The most accurate popular descriptions of the two groups are "trees with broad leaves" for the Angiosperms and "trees with needles or with scale-like leaves" for the Gymnosperms. These are the definitions generally given by dictionaries for hardwoods and softwoods, or hardwoods and conifers. They divide woods almost exactly in accordance with the botanical grouping. The few Gymnosperms, such as the ginko, which have broad leaves, are not native to this country.

A difference in cellular structure which has been found to exist between the commercial Angiosperms and Gymnosperms is a very reliable means of distinguishing between the two groups, the hardwoods being called the porous and the softwoods the non-porous woods. The term "porous" refers to the presence of certain comparatively large open-end cells or pores in the wood, in addition to the small, closed-end cells, or fibers. These large, specialized cells are found in practically all Angiosperms, their function being to conduct sap from the roots to the leaves. The Gymnosperms have developed no pores for this purpose, but use their fibers to elevate sap.

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BULLETIN NO. 4

Coatings That Prevent End Checks

Wood dries more rapidly from the end grain than from the side grain, and is apt to check and split during seasoning unless end-drying is retarded by some means. For this reason it is advisable to use a water-resistant end coating on wood during air seasoning or kiln drying, especially on woods which are difficult to dry and on short kiln samples.

The coatings ordinarily used can be divided into two classes. The first are liquid at ordinary temperatures and can be applied cold. The second are solid at ordinary temperatures and must be applied hot. Cold coatings have the advantage that they may be used as easily on logs and lumber as on kiln samples and dimension stock; hot coatings, because of the method of application (end dipping), are not easy to use on large stock.

Either the cold or the hot coatings can be used effectively for drying temperatures up to 140° F. Temperatures much above this cause blistering in the cold coatings, but make the hot coatings plastic enough to form new surfaces as fast as the old ones break. For this reason the hot coatings are apt to be more effective than the cold coatings for temperatures from 140° up to 170° F., where they liquefy to such an extent that they run off. No coating has been found which is entirely satisfactory for temperatures above 170° F. Cold coatings are perhaps somewhat better than hot coatings for temperatures above 170° F. and for use on kiln samples when the temperatures are high enough to cause the loss of part of a hot coating.

Cold coatings to be effective should have about the consistency of heavy syrup. The amount of filler required ranges from two to four parts by weight to one of the vehicle. Cold coatings used at the Forest Products Laboratory have been found effective about in the following order, the most effective being placed first:

Hardened gloss oil and air-slaked lime—
(Oil evaporated to consistency of thin syrup before adding the lime) .....Very cheap
Chinawood oil and barytes .....Cheap
Linseed oil and white lead (very heavy)...Moderate cost
Linseed oil and red lead (very heavy)...Moderate cost
High-grade spar varnish and barytes .....Expensive

The hot dips were effective in the following order:
213-degree coal-tar pitch .....Cheap
254-degree coal-tar pitch .....Cheap
Rosin and lampblack—
(100 parts of rosin to 7 parts of lampblack) .....Moderate cost

Some asphalts are highly moisture-resistant, but they are hard to apply because of the high temperatures required to make them plastic.

Paraffine has proved very satisfactory as an end coating for stock during air seasoning, but cannot be used in the kiln because of its low melting point.

Excessive shrinkage of the wood and rough handling often cause the end coatings to chip or shear off, and a fresh application of the coating must be made.

To reduce end-drying sufficiently there must be a thick coating over the entire end surface. When hot dips are used, the wood should be dipped half an inch into the liquid.

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The Liberty Crate and Cooperage Company has been granted a Florida charter under a capitalization of $15,000. They will engage in the manufacture, purchase and sale of a general line of cooperage and crates. The home office of the new company will be located at Jacksonville, Florida, and its affairs will be administered by the following officers: A. Goldsmith, president and treasurer; O. E. Manning, vice-president; A. Mannin, secretary.

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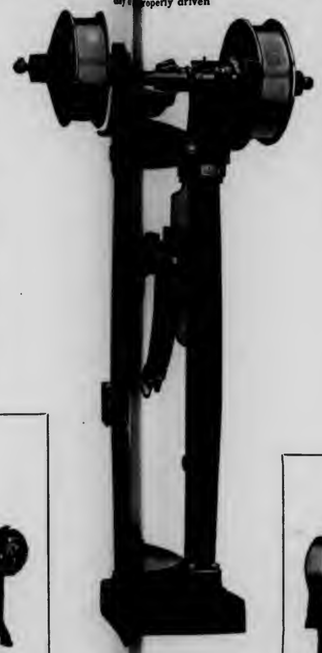

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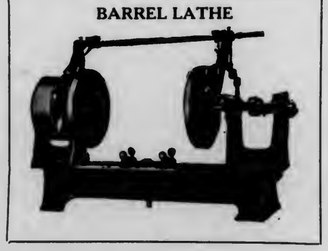

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Bureau of Explosives Issues New Specifications Covering Wooden Barrels Used in Transportation of Nitrocellulose Solutions

The Bureau of Explosives recently issued, effective January 1, 1923, Shipping Container Specification No. 35, covering wooden barrels with removable heads, for use in the transportation of nitrocellulose solutions of specifically prescribed viscosity. The new specification is as follows:

SHIPPING CONTAINER SPECIFICATION, No. 35
Wooden Barrels With Removable Heads

NOTE.—These packages are authorized for nitrocellulose solutions only when such liquids have a viscosity not less than the viscosity as determined by one of the following methods or other equally efficient method approved by the Bureau of Explosives:

(a) The viscosity of the liquids must be determined in a Stormer viscosimeter, with an actuating weight of 400 grams and with the liquid maintained at a temperature of 20° C.; the speed of the cylinder (of the viscosimeter) immersed in the liquid must not exceed 10 revolutions per 45 seconds.

(b) For transparent liquids the sample may be tested in a vertical glass tube 1 inch inside diameter by approximately 13 inches long, having two marks 10 inches apart engraved thereon, the lower mark being 2 inches above the bottom of the tube; the liquid to be tested shall be poured into the tube until its surface rises ½ inch above the upper mark and must be maintained at a temperature of 28° C. during the test; a polished steel ball ¼ inch in diameter shall be supported ½ inch above the surface of the liquid at the center of the tube and dropped therein; the time required for the steel ball to fall the vertical distance between the two lines upon the glass tube must not be less than 14 seconds.

Capacity

Wooden barrels manufactured under this specification must not be larger than 55-gallon nominal capacity.

Material

Material from which the barrel is constructed must be oak, thoroughly kiln-dried; provided, that the removable head may be made of any suitable wood as hereinafter described.

The staves and the fixed head must be not less than ⅞ inch in the finished barrel.

Hoops

The hoops must not be less than six in number nor smaller in size than the following:
Head hoops, 1¼ inches by 17 gauge.
Quarter hoops, 1⅛ inches by 18 gauge.
Bilge hoops, 1¼ inches by 17 gauge.

Removable Head

The ends of the staves upon which the removable head is to seat must be planed off perpendicular to the axis of the barrel until a flat, smooth surface, not less than the full thickness of the staves, is obtained.

The removable head must be made of two layers of wood, each not less than ⅞ inch thick, laid together with the grain at right angles. The lower layer must be of proper diameter to fit fairly closely inside the head of the barrel. The upper layer must be of larger size with its outside rim reinforced by two iron or steel rings ¼ by 1½ inch cross section, one each on the upper and lower surfaces, of proper diameter to fit fairly close around the head of the barrel and securely riveted in place.

There must be a sheet of zinc not less than commercial gauge No. 6 (0.012 inch approximately) placed between the two layers in the head and this must be of the full size of the upper layer.

The pieces of wood in each layer must be joined by dowel pins and the two layers securely fastened together by screws.

Six holes must be bored or slotted through the top layer and its reinforcing rings to receive the top-fastening lugs hereinafter described.

Closing Gasket

An efficient gasket of rubber or other suitable material must be used; this must be of suitable thickness and of the same width as the groove between the lower layer of wood in the head and its lower reinforcing ring.

Head Fastening

The fastening for the purpose of securing the removable head during transit must consist of six iron or steel lugs approximately 1 by ¼ inch cross section securely bolted to the side of the barrel and terminating in ½-inch bolts, which will pass through the removable head and its reinforcing rings; nuts screwed down on these bolts will hold the removable head securely in place. These lugs should be spaced at approximately equal distances around the barrel, but each should be so located that the bolts fastening them to the side of the barrel will pass through a stave and not between two staves; the holes bored for these bolts should afford a driving fit to eliminate leakage.

Marking

Each barrel must be plainly and permanently marked by burning or cutting into the top of the removable head (or other equally efficient method) as follows:

(A) The marking I. C. C.-35.
(b) The date of manufacture (month and year).
(c) The initials or symbol of the manufacturer.

(This must be recorded with the chief inspector, Bureau of Explosives, 30 Vesey Street, New York City.)

The letters and figures in the above marking must be at least ½ inch high.

The marking I. C. C.-35 shall be understood to certify that the package complies with all the requirements of this specification.

When offered for shipment the package must also bear such other description as may be required by these regulations for the particular article contained therein.

Second-Hand Packages

Containers used more than once must be thoroughly inspected and re-coopered and repaired when necessary. Badly bulged or warped staves or heads must be replaced.

PRESIDENT HARDING URGES TIMBER SAVING LAWS FOR FOREST PROTECTION

In a recent letter to Representative Clark, of New York, a Republican member of the House Agricultural Committee, which is conducting hearings on the subject of forest conservation, President Harding strongly advocated the enactment of forest protecting legislation.

Inasmuch as the cooperage industry must sooner or later take cognizance of discussions pertinent to the national timber supply, the following interesting excerpts from the chief executive's letter are published as a matter of general information.

"When we remember that substantially one-fourth of the national area is forest land, or potential forest land, of little or no value save for timber production," the President said, "the need of the legislation becomes apparent.

"Already we have consumed or destroyed 60 per cent. of our original timber wealth, and we are now using timber at a rate four times as fast as we are growing it."

Consumption of forest growth nearest the centers of commerce and industry, the President said, has made necessary shipment of timber for constantly increasing distances at steadily growing transportation costs with consequent increases in the price, which has added to difficulty in meeting the housing problem. These are vital matters, he declared, striking directly at sources of national strength.

"Regrowth of our forests on cut-over lands which are most suitable for that purpose in the more populous portions of the United States," the letter added, "is therefore highly desirable."

Calling attention to a provision of the bill that the Federal Government might, in its discretion, withhold contributions toward fire protection and conservation from States not co-operating, Mr. Harding said that this course was "altogether desirable."

"There is every reason why the Federal Government," he said, "should prefer to spend its co-operative appropriations in States where they will count for the most in forest protection. States which are backward in this regard should not participate in the benefits of the Federal policy until they are willing to meet such reasonable conditions as the Secretary of Agriculture may prescribe."

NEW HEADING MILL AT LAMAR, ARKANSAS

Reports from Lamar, Arkansas, state that a new tight heading mill has been opened in that town by Sandusky Brothers. The timber supply for the operation is at present being purchased from the farmers in the immediate vicinity.

TURPENTINE INTERESTS COMPLETE BIG MERGER. LITTLE EFFECT ON PRESENT PRODUCTION

A news item of considerable interest to cooperage manufacturers is found in the report of the recent organization of the Naval Stores Export Corporation, a new company, chartered under the laws of Delaware, but with its main administration offices in New Orleans, Louisiana. The capital stock is placed at $1,000,000, of which some $250,000 has already been paid in.

The new concern, the stock of which is being subscribed by a number of large lumber and naval stores producing companies, will not engage in the manufacture of turpentine or rosin, but will act as the export agent of its member companies, confining its activities exclusively to foreign trade. It will conduct no domestic business.

The stock subscribers at the first meeting represented a production of 100,000 barrels of turpentine and about 350,000 barrels of rosin. Other producers representing a production of 50,000 barrels of turpentine annually have signified their intention of becoming affiliated in the new organization. This total of 150,000 barrels of turpentine and 500,000 barrels of rosin will represent about one-third of the total 1923 production. The company was organized to do business under the provisions of the Webb-Pomerene Act, which permits producers organizing to handle and promote export sales.

Since manufacture is not on the program of the new company, it will add nothing to the present total production of naval stores, but its administration will doubtless cause many changes in the channels through which marketing supplies, under which head cooperage might be placed, have hitherto been purchased by the various companies interested in the new concern.

The directors of the company are as follows: W. H. Sullivan, vice-president and general manager of the Bogalusa Turpentine Company and the Great Southern Lumber Company, Bogalusa, La.; Fred W. Pettibone, general manager of the Edward Hines Yellow Pine Trustees, Lumberton, Miss.; W. M. Gillican and Buckner Chipley, of the Gillican-Chipley Company, New Orleans; John H. Kirby, Kirby Lumber Co., Houston, Tex.; W. E. Guild, Finkbine Lumber Trustees, Jackson, Miss.; D. J. Gay, Gay-Hammill Turpentine Company, Biloxi, Miss.; Charles Green, Eastman, Gardiner & Co., Laurel, Miss.; F. L. Pantall, Natalbany Lumber Company, Hammond, La.; R. M. Hallowell, president of Industrial Lumber Company and Producers' Turpentine Company, Elizabeth, La.; J. H. Eddy, Kaul Lumber Company, Birmingham, Ala.; J. B. Newton, Poplarville, Miss.; A. Vizard, Lake Charles Naval Stores Company, New Orleans; W. F. Coachman, Lake Wales Naval Stores Company, Jacksonville, Fla.; L. V. Pringle, Avera Naval Stores Company, Avera, Miss.; J. A. Taylor, Wiergate Naval Stores Company, Wiergate, Tex.; R. R. Phelps, Bentley Naval Stores Company, Alexandria, La.; W. M. Cady, W. M. Cady Lumber Company, McNary, La.; Lamont Rowlands, of the Rosa Lumber Company, Picayune, Miss.; J. H. Kurth, Jr., Vernon Parish Lumber Company, Kurthwood, La.; W. S. Harlan, Jackson Lumber Company, Lockhart, Ala. W. H. Sullivan is president; F. W. Pettibone is vice-president; D. T. Cushing is treasurer, and Carl F. Speh is secretary. W. H. Sullivan, W. B. Gillican Buckner Chipley and A. Vizard were selected as the executive committee in active charge of the business of the corporation.

Offices have been opened in suite 1425 of the Whitney Central Building Annex, New Orleans.

TUTWILER HOOP COMPANY INCORPORATED

The Tutwiler Hoop Company, Tutwiler, Mississippi, has filed articles of incorporation and been granted a Mississippi charter to conduct its business as a corporation. The capital stock has been placed at $25,000, divided in 250 shares of $100 par value. The incorporators are W. M. Carter, V. B. Dickens, E. C. Morrison, B. E. Morrison and C. E. Carter.

The mills and holdings of the former Tutwiler Hoop Company, which was an unincorporated body, have been taken over as the property of the new corporation, and operations will be continued as heretofore.

LOUISVILLE COOPERAGE CO. WILL ENLARGE THEIR PLANT

Plans for a $100,000 addition to the Louisville Cooperage Company plant at Thirtieth Street and Broadway, Louisville, Ky., are being drawn by L. V. Abbott, architect. The addition will be 90 x 128 feet, of brick and steel construction. It will be used for manufacturing kegs.

The Barnwell Cooperage Co., Baltimore, Md., has been incorporated. Those interested in the new company are S. C. Barnwell, I. M. Mauldin and G. W. Morningstar.

DEPARTMENT OF COMMERCE ANNOUNCES PRODUCTION OF COOPERAGE STOCK FOR 1921

The Department of Commerce announces that according to preliminary statistics compiled by the Bureau of the Census, acting in co-operation with the Forest Service, United States Department of Agriculture, the total quantity of tight staves produced during 1921 in the United States was 255,047,000 pieces, and the production of tight heading, 20,506,000 sets. This is a decrease of 27.9 per cent. in the production of tight staves and 15.5 per cent. in the production of tight heading compared with the output for 1919. The quantity of slack staves produced during 1921 was 893,621,000 pieces; slack heading, 66,747,000 sets, and hoops, 137,380,000 pieces, the decrease in the output of slack staves being 20.3 per cent.; in heading, 23.6 per cent., and in hoops, 2.4 per cent. compared with the production reported for 1919.

The principal species used in the manufacture of tight cooperage stock are white and red oak, and in 1921, 50.3 per cent. of the total production of tight staves and 52.5 per cent. of the total production of tight heading were from these woods. Among the most important woods contributing to the output of slack staves and heading were red gum, pine, ash, elm and tupelo, and more than 97 per cent. of the wooden hoops were produced from elm.

The figures for 1921 are preliminary and subject to change if necessary.

Comparative production statement for 1919 and 1921 follows:

Class	1921	1919
Tight Stock:		
Staves (thousand pieces)	255,047	353,825
Sawed	252,533	348,812
Hewed	453	3,269
Bucked	669	1,193
Beer and ale	1,392	551
Heading (thousand sets)	20,506	24,274
Sawed	20,494	24,265
Beer and ale	12	9
Slack Stock:		
Staves (thousand pieces)	893,621	1,121,324
Heading (thousand sets)	66,747	87,381
Hoops (thousand pieces)	137,380	140,772

COOPERAGE EXPORT TOTALS FOR 1922

The final statistics covering the export of cooperage and cooperage stock during the year 1922 have been released by the Lumber Division of the Bureau of Foreign and Domestic Commerce, and their publication furnishes interesting reading for cooperage producers generally, while they reveal substantial increases over the 1921 figures in the volume of exports of all classes of cooperage material, in the case of staves, the total value of the 1922 exports was less than the total value of the 1921 shipments. This can, of course, be charged to the recession from the high price levels that obtained during the early part of 1921. The report furnished by the bureau was as follows:

The 1922 export of staves was 41 per cent. over 1921, and cooperage shooks 150 per cent. over 1921. The tight stock included 17,513,674 staves and 900,368 shooks; the slack stock, 30,802,125 staves and 253,354 shooks. All heading exported separately amounted to 2,552,346 sets, about 50 per cent. more in value than 1921. Destinations of tight and slack staves combined during 1922 were as follows: One-third to Canada, one-fourth to British West Indies, one-twelfth each to United Kingdom and France, over 5 per cent. to Cuba, and over a million each to Spain and French Africa.

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Exports of Cooperage Products from the United States
Kind 1922

	Quantity	Value
Staves:		
Tight—number	17,513,674	$2,001,264
Slack—number	30,802,125	590,260
Total—number	48,315,799	$2,591,524
Headings—sets	2,552,346	$292,597
Barrels, casks and hogsheads, empty—number	507,429	1,534,083
Cooperage shooks:		
Tight—sets	900,388	$2,746,614
Slack—sets	253,354	130,621
Total—number	1,153,742	$2,877,235

RECENT MISSISSIPPI INCORPORATION

Among recent news notes emanating from Meridian, Mississippi, appears an item conveying the information that the Dunnigan Cooperage Company, Meridian, has been organized and incorporated with a capital stock of $20,000.

BUSINESS SURVEYS SHOW GENERAL TRADE IMPROVING STEADILY

From all trade sources there continues to come word of better conditions and strong markets. Bradstreet's points to a general rise in commodity prices as February's big feature with iron and steel, lumber and forest products, raw cotton, copper, sugar, dairy products, leather, lead, tin and rubber cited in this connection. Spring and summer trade orders are coming to hand for jobbers and are nearing their peak as Easter is less than six weeks away.

Tremendous building projects are being planned and Chicago reports $300,000,000 likely to be spent there this year, against $234,000,000 last year, unless prevented by strikes or lack of materials. Labor scarcity is still bothering some industries and this is declared to be keeping iron and steel trades down to 75 to 80 per cent. of capacity.

All divisions of the textile market show strength, with further advances expected in some cotton-goods markets, says the *Textile World*. Allotments of overcoatings by the American Woolen Company are being awaited by the trade. Advances of 5 to 10 per cent. over October's selling prices have been made in some low-priced lines of women's worsted wear.

Optimism as to the future is pictured in reports from its Canadian correspondents by Dun's. Substantial improvement in comparison with a year ago is noted in Canadian buying and the outlook is good. Collections in the Dominion are showing improvement.

NO INFLATION IN PRESENT TRADE SITUATION

Chas. J. Bullock, chairman of the Committee on Economic Research, Howard University, declared in a recent address in Philadelphia that increase in business has produced no evidences of inflation up to the present. His statement was confirmed by George W. Norris, governor of the Federal Reserve Bank of Philadelphia, who stated a conference of governors of Federal Reserve Banks in Washington last October found no inflation, and since that time he had been unable to detect any in the Philadelphia district, nor has he heard of any elsewhere in the country.

"Business at present is a natural rebound from the unduly depressed peak of 1920-21," Professor Bullock said, but added there is a possibility of inflation in the future, and he is a little troubled about it.

There is nothing to hinder prosperity this year, but it is useless to attempt to forecast farther than this, he declared. "The big thing to consider in the future of business is the policy of the Federal Reserve System. I have no fear from this source unless politics be injected into the policies of the board. There has been talk of advanced re-discount rates, maybe in March or April," but he could not see any need for it in the immediate future.

Professor Bullock said there is no probable likelihood of a runaway commodity market; that speculative buying of commodities is hard to find; that buying is still conservative but increasing and for current needs. "So long as it continues on this basis," he asserted, "there is no need for additional credit and no need to increase re-discount rates."

Pointing out that business cycles generally run three or four years from the trough of depression up to the peak and then back to the trough, he said that, with a banking situation such as exists at present, there is a possibility that the present cycle may run until 1928 before the bottom is reached again. Easy money conditions should prevail for eighteen months to two years more, he added, depending entirely on the demands for funds by the government.

The volume of business in the next six months, Professor Bullock predicted, will be greater than at present.

ILLINOIS AND ARKANSAS MAKING EXCEPTIONALLY HEAVY SHIPMENTS OF APPLES

The States of Illinois and Arkansas are enjoying a record season in the shipment of barrelled apples. Arkansas has already shipped over 2,300 carloads for the 1922-23 season in comparison to a total of four cars for the 1921-22 season. The small shipment of the latter period was the result of the early spring freezes of 1922. Illinois has already sent to market some 3,750 carloads of last year's crop in comparison with 450 cars for the entire previous year.

The prospects for the coming crop are excellent, as far as can be judged from present signs, and the demand for barrels from these two States for the fall packing should consequently be very strong.

An exchange yields the information that the West Memphis Cooperage Company, capital stock $70,000, has been incorporated at West Memphis, Arkansas.

RAILROADS PREPARING TO FIGHT ORDERS OF INTERSTATE COMMERCE COMMISSION RESTORING REDUCED RATE MILEAGE

The recent order of the Interstate Commerce Commission directing the railroads to place on public sale on March 15th, interchangeable mileage books at a price yielding a 20 per cent. reduction from standard passenger fares, is evidently finding little favor with the carriers. Railroad representatives before the Interstate Commerce Commission today gave notice of the possible intent of the carriers to institute court proceedings to block it.

The point was raised at informal conferences over the rules and regulations which are being prepared to govern the use of mileage books whose issue was authorized in a resolution by Senator Watson, Indiana, if they are put on sale March 15th in accordance with the Commission's decision.

A series of tentative railroad rules governing the issue and use of the mileage books was presented in behalf of the carriers, for the consideration of the Commission and for the consideration of representatives of traveling salesmen's organizations and others interested. They provided among other things that the reduced rates should not apply to the transportation of children, to the payment of excess or other baggage charges, nor to the payment of sleeping or parlor car charges.

The publishing of this information brought from thirty-two presidents of commercial travelers' organizations recently the announcement that they would hold mass meetings throughout the nation to block withdrawal of the order.

The Eastern Railway Presidents' Association, in a late conference in New York, issued a statement declaring that the order was regarded as "grossly discriminatory and unfair to the large majority of the traveling public who will continue to pay the standard rate of fare."

"In addition to this consideration," the statement continues, "it is estimated that the proposed order would cost the railroads not less than $60,000,000 a year, and it is felt the railroads are in no condition to sustain any such reduction."

The Commission's order is the result of vigorous agitation of the railroad passenger fare question by traveling men's associations, manufacturers with large selling organizations, and other interests which patronize the passenger facilities of the railroads, and was promulgated only after due study and deliberation of the facts bearing on the subject. It was obvious, from the attitude that the railroads have maintained in the past toward decisions of the Commerce Commission that they would not accept the present ruling in a spirit of meek resignation, hence their proposed court action to obstruct its execution is scarcely surprising.

The announced intention of numerous heads of traveling men's associations to hold public mass meetings of protest against the rescinding of the order, will, if carried out, focus widespread public attention on the subject, and should aid materially in strengthening the resolution of the Commission to enforce its order.

NEW HOLMES MACHINERY CATALOGUE

A new catalogue, designated as Catalogue "O," being distributed by the E. & B. Holmes Machinery Company, of Buffalo, N. Y. The full line of Holmes manufacture, which embraces machinery for practically every operation incident to the manufacture of either tight or slack cooperage, is presented through clear cut illustrations and complete word descriptions as to the various unusual features of each machine in construction, use and utility. It is a volume of some 200 pages, printed on high-grade stock and attractively and substantially bound. Besides illustrating and describing the separate items of the company's production, the book carries a series of model plant equipment groupings of machinery necessary for particular and specific purposes, such as "Machinery Used in Making Slack Barrel Staves," "Machinery Used in Making Tight Barrels from Prepared Stock," "Machinery Used in Making Nail Keg Heading," etc. As well as other informative and valuable data. Copies of the new catalogue, which are being distributed free to any cost to interested parties, may be secured by addressing E. & B. Holmes Machinery Company, Chicago Street, Buffalo, N. Y.

1922 COMMERCIAL APPLE CROP 15 PER CENT

The commercial production of apples is estimated to have been about 15 per cent. of the total crop in 1922 compared with about 20 per cent. in 1921, according to the United States Department of Agriculture.

Trade Extension Work Continues in Slack Barrel Field. Reports Disclose Satisfactory Progress

The trade extension department of the slack branch of The Associated Cooperage Industries of America continues to wage a vigorous campaign among the slack package-using trades. Representative Hughes is spending practically all of his time in the field attending farmers' and orchardists' meetings, industrial shows, manufacturers' conferences, delivering addresses, installing and handling cooperage exhibits, consulting with potential cooperage users, etc. Reports detailing a part of the department's activities of the past month as reported by Mr. Hughes, are set forth below:

State Farm Products Show, Harrisburg, Pa. January 23-27th

The Seventh Annual State Farm Products Show, under the auspices of the Pennsylvania Department of Agriculture, State Horticultural Society, vegetable growers and other co-operating organizations, was held in Harrisburg, Pa., January 23-27th.

Farm products and farm equipment of every description were on display and occupied two large exhibit buildings. A vast throng of growers from all over the State of Pennsylvania attended the show.

Our trade extension department had a full line of fruit and vegetable barrels on display. Slack barrel pamphlets and literature were freely distributed. Our exhibit during this show was timely, appreciated and helpful in opening up new patronage in rural sections of the State.

Numerous interviews with users of slack barrels were held during the week, which promise good results when cooperage needs are being considered.

The attached list of concerns will very soon be in the market for cooperage and desire prices at the present time.

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Eleventh Annual Farmers' Week, Columbus, Ohio, January 29-February 2, 1923

The Eleventh Annual Farmers' Week program of meetings of the Ohio State University was carried out at the university, Columbus, Ohio, January 29th to February 2d. Co-operating in the program were the Ohio State Horticultural Society, Ohio State Dairymen's Association, Ohio Vegetable Growers' Association, and the Ohio Farm Bureau Federation.

About 300 apple growers and 600 agriculturalists were present.

Farm equipment displayed consisted of spray chemicals, implements, baskets and food products; apple barrel and barrelette exhibit displayed by slack cooperage trade extension department in the Horticultural building; pamphlets and booklets treating on barrel usage were distributed to a large number of users and prospective users of slack cooperage. The Ohio growers show a desire to use barrels if prices are somewhat stabilized and on a comparative basis with substitute containers. Might mention that the Package Sales Corporation, manufacturers of baskets, are waging an intensive sales campaign for patronage in this section. Barrels, however, are generally appreciated as the reliable container for storing fruit, although baskets are largely used in some sections for early shipments.

A splendid opportunity was presented to meet the Ohio growers and the occasion was fully taken advantage of to talk and boost slack barrels for the shipment of apples, etc., as well as to create and maintain good will for our package and our organization. This will be of further assistance later on should the Ohio farmers and growers organize in a co-operative marketing and buying affiliation, to which there seems to be a strong tendency.

It is rather early in the season to secure many inquiries, but our booklets and pamphlets will, between now and the early summer months, maintain the contact which has been established.

As demonstrating the interest in our display of packages, the secretary of the Ohio State Horticultural Society asked for the exhibit to be used for educational purposes in the university and by the society. The request was cordially granted and the packages will serve a real trade promotion end in connection with both students and growers.

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Thirteenth Annual Meeting West Virginia Horticultural Society, Charlestown, W. Va., February 6th-7th

The thirteenth annual meeting of the West Virginia Horticultural Society was held in Charlestown, W. Va., February 6th and 7th. About 100 growers, including visiting officials from neighboring State societies, were present. The usual exhibits of baskets, chemicals and fibre boxes were displayed.

Because of a rule of the West Virginia Horticultural Society which prohibits commercial representatives from addressing the meetings, was not accorded the privilege of publicly expressing the advantages of the slack barrel and barrelettes for apples. However, did this work in conversation with the individual growers during and between the sessions.

The slack barrel is generally used in this section for apple packing and shipping.

Frosts during the past two seasons and the resultant losses experienced have caused depression among the smaller growers and a consequent hesitancy to place orders at this time, although some good contracts for cooperage have already been made. Distributed booklets and leaflets, which were taken away by the growers for future reference.

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Convention American Ceramic Society, Pittsburgh, Pa., February 12th to 16th

Attended the Silver Jubilee Convention of the American Ceramic Society, held in Pittsburgh, Pa., February 12th to 16th. About 700 delegates were present, representing all sections throughout the United States. The general session was held on the first day, after which seven industrial division meetings were held under the auspices of the parent society. The technical sessions embraced the field of art, enamel ware, glass, heavy clay products, refractories, terra cotta and white wares.

My attendance was detailed for the purpose of securing a comprehensive range on package use, and to learn the attitude of ceramic manufacturers and consumers toward the wooden barrel as compared with other containers. Interviews with officers and members of the society in almost every instance brought out the gratifying information that the wooden barrel and crate are the two kinds of containers preferred over all others; refractories, embracing the production of fire brick, muffles, crucibles, saggers and kiln fixtures being the only exception, and with some of these the use of barrels is being considered as containers for the finer fire brick commodities.

In some cases the use of burlap sacks has been tried for shipping heavy clay products, but owing to the plastic element being subject to atmospheric action, the sack is not recognized as a reliable shipping container for clay products.

Patronizers of the slack barrel were plentiful, and a general feeling of good will toward the cooperage industry was in evidence. Ceramic products displayed were almost invariably packed in wooden barrels, sugar barrel size, which rendered an exhibit by our trade extension department superfluous.

The knowledge and intimacy of the various branches of the ceramic industry acquired by attendance at this meeting will prove valuable and should successfully produce concrete results beneficial to the slack cooperage trade; the information secured will also be of material assistance to the trade extension department in connection with barrel promotion work in the ceramic industry.

A. C. HUGHES HAS DEDICATED ALL HIS ENERGIES TO TRADE EXTENSION WORK

Fort Pitt Hotel,
Pittsburgh, Pa., Feb. 12, 1923.

Editor, "The National Coopers' Journal:"

Just read your editorial, "Good Work," in the February number of the "Journal," and feel you should know my thoughts about it.

I feel very gratified to know that my trade extension plans and executions meet the approval of your very excellent cooperage publication and that you are in accord with me that the department should function to meet every exigency of trade advertising and trade competition. To this work I have dedicated all my energies, and it's mighty pleasing to know that activities directed along these lines becomes the subject of such a kind commentary as your February Editorial.

With all good wishes,
Faithfully,
ANDREW C. HUGHES.

P. S.—Am attending a wonderful meeting here—the American Ceramic Society, for three days.

"JOURNAL'S" PUBLICITY CO-OPERATION ON SLACK TRADE EXTENSION WORK HAS INFLUENCE AND IS APPRECIATED, SAYS M. T. ROGERS

OFFICE OF SECRETARY
B20 Railway Exchange Bldg.
St. Louis, Mo.

February 28, 1923.

Editor, "National Coopers' Journal:"

We have followed with interest the publicity you are giving the slack trade extension work being carried on by Mr. Hughes and the Trade Extension Department.

Assure you that we are much appreciative of your co-operation, and might state that since the issuance of the February number of the "Journal" we have received several inquiries for the little booklets entitled "Slack Barrels for Fruits and Vegetables," and which have referred to the "Journal."

As you know, every little helps, and the fact that you give such publicity to the Trade Extension Department has its influence, we know, on the consumers of slack barrels as well as the slack cooperage group.

We thank you very much. With cordial good wishes,

Yours very truly,
M. T. ROGERS,
Assistant Secretary,
THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA.

ASSOCIATED COOPERAGE INDUSTRIES REPRESENTED AT WASHINGTON CONFERENCE ON SIMPLIFICATION OF FOOD CONTAINERS

Secretary C. S. Hirt, reports in Association Bulletin No. 201, dated January 23d, that he personally represented cooperage interests at the recent conference on simplification of food containers, held at Washington, under the auspices of the Department of Commerce. The bulletin follows:

Conference on Simplification of Food Containers

At a conference called by the Secretary of Commerce, Herbert C. Hoover, on January 16th, Washington, D. C., at which your association was duly represented, the subject of simplification of food containers, as well as the elimination of excess varieties and sizes, was fully discussed. Secretary Hoover in addressing the meeting, stated the main thought was not to standardize, but to simplify and reduce the number of unnecessary designs and styles of food containers.

In order to more intelligently estimate the type and kind of containers which are of no particular use, resolutions recommending extensive surveys of conditions in industries involved, were adopted. It being the sense of committees representing different classes of users of food containers that it would be logical for each industry or group of users to investigate the matter of containers and reach a conclusion as to what containers would be possible to dispense with, and these data used in co-operation with the Division of Simplified Practice in deciding what elimination and standardization can reasonably be made in the interest of economy of production and distribution. Your association, through its secretary, went on record as being ready and willing to co-operate with the users of food containers and the Division of Simplified Practice.

It is anticipated that another conference will be held in about two months to take further steps in the direction of simplification of food containers.

Notations on Bills of Lading

The Interstate Commerce Commission will permit shippers, who provide their own ladings, printing proper notations on bills of lading under the heading "Description of Articles Special Marks and Exceptions" if they are printed in a clear and distinctive manner and include the statement "Shippers' imprint in lieu of stamp; not a part of bill of lading approved by the Interstate Commerce Commission."

The practice heretofore has been to use rubber stamps, and the purpose of this change is to make bills of lading more legible.

Time for Filing Suits

A bill (S-4312) introduced in the Senate by Senator Calder, of New York, proposes an amendment of subdivision (a) of Section 206 of the Transportation Act to permit the filing of suits involving claims on account of loss, damage or injury to property, not later than two years after notice by the Director General of declination to allow such claims, provided the claims were submitted to the Director General before February 28, 1922.

CHAMBER OF COMMERCE ANNUAL MEETING

The Chamber of Commerce of the U. S. A. has announced that its eleventh annual meeting will be held in New York City, May 8, 9, 10, 1923.

ESTABLISHED OVER ONE-HALF CENTURY

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

THE BUFFALO COOPERAGE MARKET

The slack coopers are not getting any brisk trade at present, owing partly to the lull which has taken place in the flour-barrel trade. For a time a fair amount of ordering of such barrels was being done, but lately a decline in the market for wheat frightened out the flour buyers, and they will probably buy sparingly for a time.

Spring Will Be Active Season for Slack Business

This is about the time of the year for slack material to be quoted at favorable prices, so that coopers could afford to fill at least a part of their requirements, but prices have been so strong lately that they have hesitated to do so. It is said that very little buying of stock has been done. There is not much expectation of an early decline in prices, for lumber is, no doubt, to be in great demand this spring, and that will be pretty sure to be reflected in cooperage stock. Both staves and hoops have been having a rising tendency in the past month, which fact has been a source of much dissatisfaction to the coopers.

The Stock Price Market

Quotations on February 20th were as follows:

No. 1, 30-inch elm staves	$17.00@17.50
No. 2, 30-inch elm staves	12.75@13.25
No. 1, 30-inch gum staves	16.50@17.00
No. 1, 28½-inch elm staves	16.50@17.00
No. 1, 28½-inch gum staves	16.25@16.75
No. 2, 28½-inch gum staves	12.50@13.00
Mill run, 28½-inch gum staves, fruit	12.50@13.00
Six-foot hoops; six-foot-nine hoops	16.50@18.00
No. 1, 19⅛-inch basswood heading	12@13c
No. 1, 19⅛-inch gum heading	12@13c
No. 1, 17⅛-inch basswood heading	11@12c
No. 1, 17⅛-inch gum heading	11@12c

Hoops Are in Demand

Hoops are up about $1 over a month ago, and even more on long hoops. The range on six-foot hoops is $16.50 to $17, and on six-foot-nine, from $18 to $18.50. Obtaining hoops at a fair price is getting to be quite a problem and the high prices are playing into the hands of the manufacturers of steel hoops.

Cider and Vinegar Barrel Trades Are Buying Well

Tight cooperage demand is largely for cider and vinegar barrels, which are quoted at $2.50 for gum and $2.75 to $3 for oak. Prices are said to have been a little easier in the past month and the buyers have been covering at least a part of their requirements, not expecting much further decline.

Wooden Kegs Go Up in Smoke

A fire which destroyed the warehouse and office of the Keybolt Appliance Co., in Orchard Park, south of this city, on January 25th, caused a loss of $15,000 or more, including 25,000 empty wooden kegs. The fire is believed to have been caused by a gas stove. Nearby structures, including the plants of the Eastern States Package Co., manufacturer of baskets, and the Erie County Shippers and Growers' Association, escaped damage, as the wind was blowing in the opposite direction.

Saleratus in Barrels

A curious old book found at South Byron, Genesee County, N. Y., and written up in the Batavia *News*, shows that goods came in large packages in early days. The book contains a record of freight receipts on the New York Central Railroad. At that time saleratus came in barrels of 400 lbs., white lead in barrels of 600 to 700 lbs. The hogsheads of molasses weighed from 1,500 to 1,600 lbs. In the opinion of the correspondent, "the men of those days must have been Samsons to load, unload and get into store cellars packages of such weight."

"Dry Barrels?"

The book in question shows that merchants were in the habit of receiving one or more "dry barrels," "dry half-barrels" and "dry kegs." The weight shown indicates that these packages were empty ones and the question is what were they all used for? Perhaps for the household flour in some cases, at least.

The Distribution of the New York Apple Crop

Figures for the distribution of the Western New York apple crop during the period from September 15th to December 31st show that the fruit went to at least 830 cities in 33 States and two provinces of Canada, besides shipments to foreign countries. Of these, New York City received the largest proportion, 5,198 cars, and Pittsburgh was second, with 1,498.

Personal and Trade Notes

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., and fuel administrator for this district, is one of the incorporators of the Secured Mortgage Corporation, which has been started here by a number of prominent business men. Mr. Holmes and wife will leave on February 27th for a vacation at Boca Grande, Fla.

Jackson & Tindle report prices stiffer in the slack cooperage market, without much new activity prevailing. The firm's mills in Michigan have been getting much cold and snowy weather recently.

W. G. Pennypacker, Jr., reports a strong market, with a tendency on the part of buyers to hold off. In his opinion, part, at least, of present requirements should be arranged for by coopers.

The Quaker City Cooperage Co. states that some let-up in barrel demand has taken place recently, but an average amount for this season is being done. H. T. Pennypacker was recently in Philadelphia, looking after the company's interests there.

NEW COOPERAGE COMPANY INCORPORATED IN NEW YORK

The York State Cooperage Company, Incorporated, is the title of the new company organized and incorporated under the laws of New York, with a capital stock of $100,000, which will operate a tight barrel plant at Rochester, N. Y.

The officers and incorporators of the new concern are all well-known cooperage men who have had years of experience in barrel and stock production and merchandising, and under whose direction early success in the venture is assured.

The official personnel consists of William E. Cooper, Philadelphia, Pa., president; A. T. Knox, New York, N. Y., vice-president and treasurer; James Mullen, Rochester, N. Y., general manager, and W. R. Abell, Philadelphia, Pa., sales manager.

Negotiations are now being conducted in the matter of securing a suitable site in Rochester, and it is expected that the factory will be in operation in the course of 60 days. Machinery and equipment for a production of 750 barrels per day has already been purchased and will be rushed to Rochester for installation immediately upon the acquisition of suitable factory accommodations.

WILLIAM M. KENNEDY

The many friends of the late William M. Kennedy, of Memphis, Tennessee, were inexpressibly shocked to learn of his death, on February 2d, at his winter home in St. Petersburg, Florida.

Mr. Kennedy, previous to his retirement from active business some five years ago, was one of the leading figures in the cooperage industry, and his host of trade friends and acquaintances will mourn his passing with deep-felt sorrow. He was a native of Tennessee, being born at Martin, on September 10, 1852, and he passed the greater part of his life within its borders.

From a modest start in the cooperage business, which he entered early in life, he expanded and developed his enterprises to such extent as to become one of the largest tight stave and heading manufacturers in the country. At the time of his retirement he was president of the Kennedy Heading Company, of Memphis, Tennessee, the plant and holdings of which company were purchased and are now operated by Hudson & Dugger Co. He was always an enthusiastic supporter of cooperage association projects and an effective worker for their advancement.

Mr. Kennedy is survived by three sisters and three brothers, to all of whom the JOURNAL extends its most sincere sympathy and condolence in their bereavement.

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Built of selected hickory and cold-rolled steel. Non-twirl follower carried on heavy guide-rods. Extra sturdy cross-member and drive-screw. Three-inch screw-socket in cross-member and reinforced cup in follower. Heavily braced to insure rigidity.

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ATCHISON - - - KANSAS

APOLOGIES ARE IN ORDER

A recent article issued by the United States Chamber of Commerce aroused so much interest in us that we carried the same in the February number of the JOURNAL for the information of our cooperage and cooperage stock manufacturing friends and it would have served excellently the purpose intended had our printing department not played havoc with its caption.

The United States Chamber of Commerce is too august a body for its remarks to be captioned as "Impertinent" instead of "Pertinent," as was done in our February issue, but there are some printers' errors that are foreordained to defy correction and the one appearing in the February JOURNAL was one of such. In spite of every correction made on galley, page and form proof, the mistake still persisted and in extenuation of the same we do now offer sincere apologies to the United States Chamber of Commerce, and at the same time we express the hope that every one of our cooperage and cooperage stock friends read the article in question, which was a mighty constructive one.

S. N. NELSON
Manufacturer and Dealer in
Tight Cooperage Stock
Cut-Offs a Specialty
744 Randolph Building, MEMPHIS, TENN.

CEMENT PLANTS RUNNING TO CAPACITY

Reports from the central Pennsylvania cement fields are to the effect that practically every cement plant in that region is running at full capacity. As brisk operation in these factories always reacts to the benefit of cooperage interests, the reports of full-time running will be received with satisfaction by all slack barrel and barrel stock producers.

COOPERAGE CONCERN INCREASES CAPITAL

Expansion of business and growth in operations is reflected in the announcement from Chicago that the Standard Cooperage and Woodenware Company, of that city, has increased its capital stock from $10,000 to $30,000.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

COMPLETE STAVE AND HEADING OUTFITS
Used machinery rebuilt by experts, production guaranteed.

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Drum saws, 24", 18" and 15" bilge, Gerlach, Whitney.
Planers, Oram, Dreadnaught, Gerlach.
Jointers, Oram, Gerlach, foot power.
Cutters, Greenwood No. 3 and No. 4.
Crozers, Oram, Gerlach, Holmes.
Presses, Wayne, Hoosier.

HEADING
Saws, Noble, Greenwood, Trevor, 48" to 60".
Planers, Trevor, Rochester, 20" and 24".
Turners, Greenwood, Trevor, Gerlach, Oram, Rochester.
Jointers, Greenwood, Trevor, Oram, Rochester.
Presses, Noble, Greenwood.

MISCELLANEOUS
Knife Grinders, Noble, Defiance.
Cooper tools, truss hoops and all kinds of barrel building machinery.

NOBLE MACHINE COMPANY, Fort Wayne, Ind.

FOR SALE—One complete set of Greenwood Heading Machines, with belting and line shaft and dry kiln; 50 horse power engine and boiler. Will sell complete for $1,500, or will sell without engine and boiler for $1,000.
Address "HEADING," care of "The National Coopers' Journal, Philadelphia, Pa.

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Holmes No. 48 hoop driver.
Brady double-end trusser.
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Toledo hoop welding outfit.
Bliss hoop-forming machine.
60-inch Greenwood heading jointer.
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Greenwood power-feed heading bolter.
Whitney 20-inch stave saw.
Oram double-wheel stave jointer.
All machines guaranteed.
WAYNE MACHINERY COMPANY, Fort Wayne, Indiana.

FOR SALE
REBUILT STAVE and HEADING MACHINERY
Two Greenwood Heading Turners.
One Heading Sawing Machine.
One No. 4 Stave Cutter.
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FOR SALE.—Stave machinery. Three Gerlach drum saws complete with frames, 6 to 7 inches of steel. One gummer; one double wheel jointer; equalizer and one planer. All in excellent condition. Prices low. Will sell all or part. Address C. L. RANDALL COMPANY, Cheboygan, Michigan.

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FOR SALE.—Compiete outfit of second-hand machinery for making cylinder-sawed slack staves. The outfit consists of
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1 Gerlach wheel jointer.
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1 Champion sawdust blower.
All necessary line shafting, pulleys and belting.
L. W. BREEDEN & CO., Stanardsville, Va.

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FOR SALE—
One "Greenwood" Heading-Turner for circling 12" to 24" heading and one "Perfection" heading-up machine, complete with all parts; in good order. Write STEPHEN JERRY & CO., INC., 272 Huron Street, Brooklyn, N. Y.

FOR SALE—20 x 43 Whitney Stave Sawing Machine complete, practically new. TREXLER COOPERAGE CO., Allentown, Pa.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices. Address E. HENNING, INC., Borland Bldg., Chicago.

MACHINERY WANTED

WANTED—Machinery to work 30 and 63-pound butter tubs. Also, we want one barrel lathe to lathe packages from 5-gal. kegs to 36-gal. barrels. One planing machine, one combination punch and shearing machine to shear round. One riveting machine, one heading baling press and one stave bundling press. NEPSA COOPERAGE CO., INC., D. W. Supperstein, 1625 West Twelfth Avenue, Denver, Colo.

WANTED.—About 100 dry-kiln trucks, channel iron, roller bearing. State length, diameter of wheels, face of wheels between flanges, etc. Address CHAS. N. BRAUN, Fort Wayne, Indiana.

HELP WANTED

WANTED.—Young man to learn jobbing of slack cooperage stock. Some experience in cooper shop or manufacturing preferred but not required. In answering give complete information regarding experience, education, etc. Address Box M, care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

POSITION WANTED

WANTED.—Position as superintendent of tight cooperage plant by middle-aged, married man of wide experience, and one who is thoroughly familiar with manufacturing tight barrels and kegs. Reference furnished. Address "SUPERINTENDENT," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

MISCELLANEOUS

WE are in the market for one trip steel drums in good condition, also cotton-seed oil, and No. 1 Lubs. Quote prices f. o. b. Philadelphia. HUGH O'DONNELL, INC., Meadow and Snyder Avenues, Philadelphia, Pa.

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FOR SALE.—Slack stave plant located on the White River in Arkansas. For full particulars address "PLANT," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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FOR SALE—A modern Tub and Pail Factory situated in Antigo, Wisconsin, a city of 10,000 population, fully equipped for the manufacture of Ice Cream Packing Tubs, Candy Pails, Lard Pails, etc. Timber available for at least thirty years. Due to owner's ill health, the plant is for sale. For further particulars inquire
EDW. P. FAUST, Antigo, Wis.

PLANT WANTED

WANTED.—A slack stave mill located in the South. Give full particulars in first letter. THE JOHN HEIN COMPANY, Tony, Wis.

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FOR SALE—Hardwood timber on 17,000 acres of land from which larger mill logs are being removed. Reasonable arrangements may be made by responsible purchasers. A good proposition for handle or slack barrel factory. Write care P. O. Box 609, Opelousa, La.

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WANTED—To hear from manufacturers of black ash hoops. In correspondence state extent of output, etc. Address "S. W. D." care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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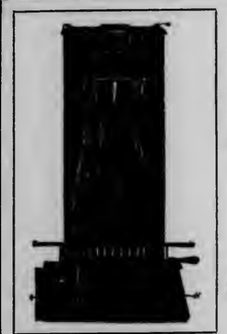

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BARREL ELEVATORS AND CONVEYORS

Page
Hollingshead Co., J. D., Chicago, Ill. 24
Oram Co., The John S., Cleveland, Ohio 16-17

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. 6
Hollingshead Co., J. D., Chicago, Ill. 24
Hynson Company, The, St. Louis, Mo. ..... I. F. C.

BARREL MACHINERY

Groines Machine Works, Chas., Chicago, Ill. ..... Front Cover
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Marten, Grahn & Andersen, San Francisco, Cal. .....
Oram Co., The John S., Cleveland, Ohio 16-17
Rochester Barrel Machine Wks., Rochester, N. Y. Back Cover
Weimar Engineering Works, Philadelphia, Pa. 6

COOPERS' FLAG

Casey & Sons, P. L., Seneca Falls, N. Y. 27
Colwell Cooperage Co., New York, N. Y. 6
Frantz, J. C., Seneca Falls, N. Y. 7
Henning, Inc., E., Chicago, Ill. 24
Hollingshead Co., J. D., Chicago, Ill. 26
Traver, R. E., Montezuma, N. Y. .....

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y. 6
Hollingshead Co., J. D., Chicago, Ill. 24
Hynson Company, The, St. Louis, Mo. ..... I. F. C.

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 27
Hollingshead Co., J. D., Chicago, Ill. 24
Hynson Company, The, St. Louis, Mo. ..... I. F. C.

DRAG SAWS, ETC.

Hill-Curtis Co., Kalamazoo, Mich. 30
Hollingshead Co., J. D., Chicago, Ill. 24
Pennoyer Co., J. C., Chicago, Ill. 7
Rochester Barrel Machine Wks., Rochester, N. Y. Back Cover

EXPORTERS

Chickasaw Cooperage Co., Memphis, Tenn. 29
Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 24
Jerry Co., Stephen, Brooklyn, N. Y. .....
Moore Stave Co., Lucas E., New Orleans and New York 15
Pekin Cooperage Co., 25 Broadway, New York, N. Y. 29

HOOP MACHINES

Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Rochester Barrel Machine Wks., Rochester, N. Y. Back Cover

MACHINE KNIVES AND SAWS

Gerlach Co., The Peter, Cleveland, Ohio 30
Hollingshead Co., J. D., Chicago, Ill. 24

NAILS, STAPLES, TACKS, ETC.

Colwell Cooperage Co., New York, N. Y. 6
Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Stanley Co., The Geo. W., Belleville, Ill. 26

PAIL AND TUB MACHINERY

Page
Gerlach Co., The Peter, Cleveland, Ohio 30
Goodspeed Machine Co., Winchendon, Mass. 28
Hollingshead Co., J. D., Chicago, Ill. 24

SECOND-HAND BARRELS

Arenson & Co., H., Pittsburgh, Pa. 26
Connolly, Inc., John, Hoboken, N. J. 6
Eagle Cooperage Co., St. Louis, Mo. 26
Heidt & Son, C., Jersey City, N. J. 26
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa. 26
Stone, Jr., & Sons, George W., 1234 7th St., Wash., D. C. 26
Warring, Bruce T., Washington, D. C. 26

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 6
Connolly, Inc., John, Hoboken, N. J. 6
Heidt & Son, C., Jersey City, N. J. 26
Hollingshead Co., J. D., Chicago, Ill. 24
Jacobs Cooperage Co., K. W., Milwaukee, Wis. 28
Pensacola Cooperage Co., Pensacola, Fla. 26
Skuse's Cooperage, Rochester, N. Y. 29
Walsh Sons, Morris, Pittsburgh, Pa. .....
Weinman Box & Cooperage Co., The, Atchison, Kan. 24

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 24
Hollingshead Co., J. D., Chicago, Ill. 7
Pennoyer Co., J. C., Chicago, Ill. 7
Southern Cooperage Co., New Orleans, La. 27
Struthers-Ziegler Cooperage Co., Detroit, Mich. 18
Van Aken Cooperage Co., C. M., 141 Broadway, New York. 4

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 28
Colwell Cooperage Co., New York, N. Y. 6
Davis Co., The W. M., Memphis, Tenn. 5
Dublin Hardwood Stave Co., Dublin, Ga. 28
Field-Latta Stave Co., Dyersburg, Tenn. 27
Gideon-Anderson Co., St. Louis, Mo. 5
Henning, Inc., E., Chicago, Ill. 7
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo. 18
Hollingshead Co., J. D., Chicago, Ill. 24
Independent Cooperage Co., Fort Wayne, Ind. 5
Jerry & Co., Stephen, Brooklyn, N. Y. 6
Mill Shoals Cooperage Co., St. Louis, Mo. 4
Morrison Hoop & Lumber Co., Memphis, Tenn. 29
National Manufacturing Co., Detroit, Mich. 3
New Hampshire Stave & Hdg. Co., 79 Wall St., New York. 4
Paragon Cooperage Co., Fort Wayne, Ind. 4
Pascola Cooperage Co., Pascola, Mo. 28
Peel & Bro., J. M., Lake Village, Ark. 27
Pennoyer Co., J. C., Chicago, Ill. 7
Poessel & Co., A. L., Chicago, Ill. 7
Powell Cooperage Co., Memphis, Tenn. 5
Queen City Hoop Co., Greenville, Miss. ..... Front Cover
Reinschmidt Stave Co., Quitman, Ga. 27
Sheahan Co., B. C., Chicago, Ill. 28
Skuse's Cooperage, Rochester, N. Y. 29
Smith Lumber Co., W. T., Chapman, Ala. 29
Standard Hoop Co., Bay City, Mich. 27
Struthers-Ziegler Cooperage Co., Detroit, Mich. 18
Sutherland-Innes Co., Ltd., Chatham, Ont. 18
Trexler Cooperage Co., Allentown, Pa. 27
Tschumy & Co., W. A., Norfolk, Va. 27
Vail Cooperage Co., The, Fort Wayne, Ind. 29
Vail-Donaldson Co., The, St. Louis, Mo. 15
Van Aken Cooperage Co., C. M., 141 Broadway, New York. 4
Walsh Sons, Morris, Pittsburgh, Pa. 7

SPRAYING MACHINES

Page
Eureka Machine Co., 2605 Vega Ave., Cleveland, Ohio 1
Hollingshead Co., J. D., Chicago, Ill. .....

STAVE AND HEADING MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio .....
Hollingshead Co., J. D., Chicago, Ill. .....
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio .....
Rochester Barrel Machine Wks., Rochester, N. Y. Back Cover
Trevor Manufacturing Co., Lockport, N. Y. ..... Front Cover

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York .....
Hanlon-Gregory Co., Pittsburgh, Pa. .....
Henning, Inc., E., Chicago, Ill. .....
Hollingshead Co., J. D., Chicago, Ill. .....

STOCK BUYERS

Henning, Inc., E., Chicago, Ill. .....
Hollingshead Co., J. D., Chicago, Ill. .....
Sheahan Co., B. C., Chicago, Ill. .....
Webster & Bro., Ltd., James, Liverpool, England .....

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Cal. .....
Chickasaw Cooperage Co., Memphis, Tenn. .....
Cleveland Cooperage Co., Cleveland, Ohio .....
Connolly, Inc., John, Hoboken, N. J. .....
Frazier Company, G. L., Nashville, Tenn. .....
Hollingshead Co., J. D., Chicago, Ill. .....
Hudson & Duggar Co., Inc., Memphis, Tenn. .....
Michel Cooperage Co., Sandusky, Ohio .....
Moore Stave Co., Lucas E., New Orleans and New York .....
Pekin Cooperage Co., 25 Broadway, New York, N. Y. .....
Pensacola Cooperage Co., Pensacola, Fla. .....
Sutherland-Innes Co., Ltd., Chatham, Ont. .....
Walsh Sons, Morris, Pittsburgh, Pa. .....
Weltl & Bro., A. M., Cleveland, Ohio .....
Wright Barrel and Export Co., Jacksonville, Fla. .....

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. .....
Colwell Cooperage Co., New York, N. Y. .....
Harlan-Morris Mfg. Co., Jackson, Tenn. .....
Henning, Inc., E., Chicago, Ill. .....
Hollingshead Co., J. D., Chicago, Ill. .....
Moore Stave Co., Lucas E., New Orleans and New York .....
Mt. Olive Stave Co., Batesville, Ark. .....
Nelson, S. N., Memphis, Tenn. .....
Pennoyer Co., J. C., Chicago, Ill. .....
Sheahan Co., B. C., Chicago, Ill. .....
Sutherland-Innes Co., Ltd., Chatham, Ont. .....
Wilson Stave Co., W. W., North Little Rock, Ark. .....

TIGHT STAVE MANUFACTURERS

Frazier Company, G. L., Nashville, Tenn. .....
Henning, Inc., E., Chicago, Ill. .....
Hollingshead Co., J. D., Chicago, Ill. .....
Moore Stave Co., Lucas E., New Orleans and New York .....
Reinschmidt Stave Co., Quitman, Ga. .....
Seagreaves, Geo. H., Wilsondale, W. Va. .....
Sutherland-Innes Co., Ltd., Chatham, Ont. .....
Wilson Stave Co., W. W., North Little Rock, Ark. .....

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CHEAPER AND BETTER

Tight and Slack Cooperage Stock Barrels, Kegs and Tubs, ready to set up into non-leaking packages of 5 to 120 gallons liquid capacity, or for semi-liquid and dry materials up to 800 pounds weight.

We manufacture machinery for sawing, jointing, planing and crozing, staves; for sawing, jointing, dowelling, planing and circling heading.

MODERNIZE YOUR PLANT

Scrap Machinery invented before the Civil War and install a Gerlach Outfit that will make Tight barrels that are tight, from any strong, non-porous timber.

BUILD

barrels with perfect joints that will not leak; a product that is infinitely superior to the tin and iron near barrels now being experimented with.

Wood is tasteless, stainless and rustless and being a poor conductor of heat or moisture, keeps its contents in their original condition.

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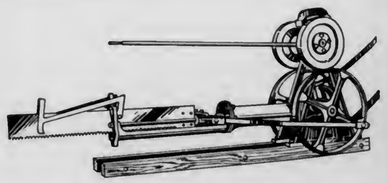

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Philadelphia **Pennsylvania**

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BARREL ELEVATORS AND CONVEYORS

Page
Hollingshead Co., J. D., Chicago, Ill. 24
Oram Co., The John S., Cleveland, Ohio 16-17

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. 6
Hollingshead Co., J. D., Chicago, Ill. 24
Hynson Company, The, St. Louis, Mo. ..... I. F. C.

BARREL MACHINERY

Grotnes Machine Works, Chas., Chicago, Ill. ..... Front Cover
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Marten, Grahn & Andersen, San Francisco, Cal. 4
Oram Co., The John S., Cleveland, Ohio 16-17
Rochester Barrel Machine Wks., Rochester, N. Y. .. Back Cover
Welmar Engineering Works, Philadelphia, Pa. 6

COOPERS' FLAG

Casey & Sons, P. L., Seneca Falls, N. Y. 27
Colwell Cooperage Co., New York, N. Y. 6
Frantz, J. C., Seneca Falls, N. Y. 26
Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 24
Traver, R. E., Montezuma, N. Y. 26

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y. 6
Hollingshead Co., J. D., Chicago, Ill. 24
Hynson Company, The, St. Louis, Mo. ..... I. F. C.

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 27
Hollingshead Co., J. D., Chicago, Ill. 24
Hynson Company, The, St. Louis, Mo. ..... I. F. C.

DRAG SAWS, ETC.

Hill-Curtis Co., Kalamazoo, Mich. 30
Hollingshead Co., J. D., Chicago, Ill. 24
Pennoyer Co., J. C., Chicago, Ill. 7
Rochester Barrel Machine Wks., Rochester, N. Y. .. Back Cover

EXPORTERS

Chickasaw Cooperage Co., Memphis, Tenn. 29
Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 24
Jerry Co., Stephen, Brooklyn, N. Y. 6
Moore Stave Co., Lucas E., New Orleans and New York .. 15
Pekin Cooperage Co., 25 Broadway, New York, N. Y. 29

HOOP MACHINES

Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Rochester Barrel Machine Wks., Rochester, N. Y. .. Back Cover

MACHINE KNIVES AND SAWS

Gerlach Co., The Peter, Cleveland, Ohio 30
Hollingshead Co., J. D., Chicago, Ill. 24

NAILS, STAPLES, TACKS, ETC.

Colwell Cooperage Co., New York, N. Y. 6
Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Stanley Co., The Geo. W., Belleville, Ill. 26

PAIL AND TUB MACHINERY

Page
Gerlach Co., The Peter, Cleveland, Ohio 30
Goodspeed Machine Co., Winchendon, Mass. 28
Hollingshead Co., J. D., Chicago, Ill. 24

SECOND-HAND BARRELS

Arenson & Co., H., Pittsburgh, Pa. 26
Connolly, Inc., John, Hoboken, N. J. 6
Eagle Cooperage Co., St. Louis, Mo. 26
Heidt & Son, C., Jersey City, N. J. 26
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa. 26
Stone, Jr., & Sons, George W., 1231 7th St., Wash., D. C. 26
Warring, Bruce T., Washington, D. C. 26

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 6
Connolly, Inc., John, Hoboken, N. J. 6
Heidt & Son, C., Jersey City, N. J. 26
Hollingshead Co., J. D., Chicago, Ill. 24
Jacobs Cooperage Co., K. W., Milwaukee, Wis. 28
Pensacola Cooperage Co., Pensacola, Fla. 26
Skuse's Cooperage, Rochester, N. Y. 29
Walsh Sons, Morris, Pittsburgh, Pa. 7
Welhman Box & Cooperage Co., The, Atchison, Kan. 24

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 24
Pennoyer Co., J. C., Chicago, Ill. 7
Southern Cooperage Co., New Orleans, La. 18
Struthers-Ziegler Cooperage Co., Detroit, Mich. 18
Van Aken Cooperage Co., C. M., 141 Broadway, New York. 4

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 28
Colwell Cooperage Co., New York, N. Y. 6
Davis Co., The W. M., Memphis, Tenn. 5
Dublin Hardwood Stave Co., Dublin, Ga. 28
Fields-Latta Stave Co., Dyersburg, Tenn. 27
Gideon-Anderson Co., St. Louis, Mo. 5
Henning, Inc., E., Chicago, Ill. 7
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo. 18
Hollingshead Co., J. D., Chicago, Ill. 24
Independent Cooperage Co., Fort Wayne, Ind. 5
Jerry & Co., Stephen, Brooklyn, N. Y. 6
Mill Shoals Cooperage Co., St. Louis, Mo. 4
Morrison Hoop & Lumber Co., Memphis Tenn. 29
National Manufacturing Co., Detroit, Mich. 3
New Hampshire Stave & Hdg. Co., 79 Wall St., New York. 1
Paragon Cooperage Co., Fort Wayne, Ind. 5
Pascola Cooperage Co., Pascola, Mo. 28
Peel & Bro., J. M., Lake Village, Ark. 27
Pennoyer Co., J. C., Chicago, Ill. 7
Puessel & Co., A. L., Chicago, Ill. 7
Powell Cooperage Co., Memphis, Tenn. 5
Queen City Hoop Co., Greenville, Miss. ..... Front Cover
Reinschmidt Stave Co., Quitman, Ga. 27
Sheahan Co., B. C., Chicago, Ill. 28
Skuse's Cooperage, Rochester, N. Y. 29
Smith Lumber Co., W. T., Chapman, Ala. 29
Standard Hoop Co., Bay City, Mich. 27
Struthers-Ziegler Cooperage Co., Detroit, Mich. 18
Sutherland-Innes Co., Ltd., Chatham, Ont. 27
Trexler Cooperage Co., Allentown, Pa. 27
Tschumy & Co., W. A., Norfolk, Va. 27
Vail Cooperage Co., The, Fort Wayne, Ind. 29
Vail-Donaldson Co., The, St. Louis, Mo. 15
Van Aken Cooperage Co., C. M., 141 Broadway, New York 4
Walsh Sons, Morris, Pittsburgh, Pa. 7

SPRAYING MACHINES

Page
Eureka Machine Co., 2605 Vega Ave., Cleveland, Ohio 4
Hollingshead Co., J. D., Chicago, Ill. 24

STAVE AND HEADING MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio 30
Hollingshead Co., J. D., Chicago, Ill. 24
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 16-17
Rochester Barrel Machine Wks., Rochester, N. Y. .. Back Cover
Trevor Manufacturing Co., Lockport, N. Y. ..... Front Cover

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 4
Hanlon-Gregory Co., Pittsburgh, Pa. 5
Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 24

STOCK BUYERS

Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 24
Sheahan Co., B. C., Chicago, Ill. 28
Webster & Bro., Ltd., James, Liverpool, England 7

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Cal. 3
Chickasaw Cooperage Co., Memphis, Tenn. 29
Cleveland Cooperage Co., Cleveland, Ohio 3
Connolly, Inc., John, Hoboken, N. J. 6
Frazier Company, G. L., Nashville, Tenn. 1
Hollingshead Co., J. D., Chicago, Ill. 24
Hudson & Duggar Co., Inc., Memphis, Tenn. 3
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Moore Stave Co., Lucas E., New Orleans and New York .. 15
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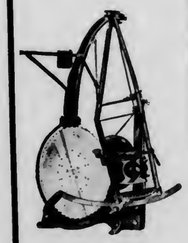
Sutherland-Innes Co., Ltd., Chatham, Ont. 27
Walsh Sons, Morris, Pittsburgh, Pa. 7
Weidl & Bro., A. M., Cleveland, Ohio 3
Wright Barrel and Export Co., Jacksonville, Fla. 3

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co. Wm. H., Jackson, Tenn. 5
Colwell Cooperage Co., New York, N. Y. 6
Harlan-Morris Mfg. Co., Jackson, Tenn. 5
Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 24
Moore Stave Co., Lucas E., New Orleans and New York .. 15
Mt. Olive Stave Co., Batesville, Ark. 3
Nelson, S. N., Memphis, Tenn. 3
Pennoyer Co., J. C., Chicago, Ill. 7
Sheahan Co., B. C., Chicago, Ill. 28
Sutherland-Innes Co., Ltd., Chatham, Ont. 27
Wilson Stave Co., W. W., North Little Rock, Ark. 3

TIGHT STAVE MANUFACTURERS

Frazier Company, G. L., Nashville, Tenn. 1
Henning, Inc., E., Chicago, Ill. 7
Hollingshead Co., J. D., Chicago, Ill. 24
Moore Stave Co., Lucas E., New Orleans and New York .. 15
Reinschmidt Stave Co., Quitman, Ga. 27
Seagreaves, Geo. H., Wilsondale, W. Va. 3
Sutherland-Innes Co., Ltd., Chatham, Ont. 27
Wilson Stave Co., W. W., North Little Rock, Ark. 3



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Tight and Slack Cooperage Stock Barrels, Kegs and Tubs, ready to set up into non-leaking packages of 5 to 120 gallons liquid capacity, or for semi-liquid and dry materials up to 800 pounds weight.

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barrels with perfect joints that will not leak; a product that is infinitely superior to the tin and iron near barrels now being experimented with.

Wood is tasteless, stainless and rustless and being a poor conductor of heat or moisture, keeps its contents in their original condition.

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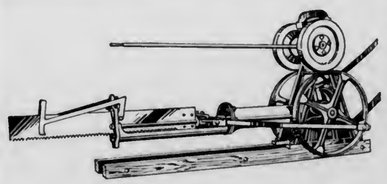

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Our DRAG SAWS and STEAM DOGS

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Philadelphia **Pennsylvania**

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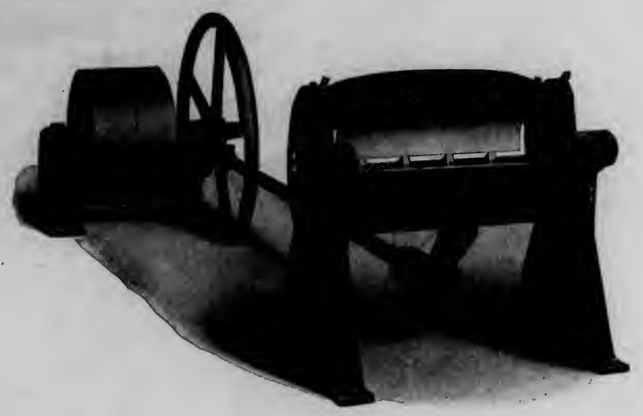
A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS
VOL. 38 | Published the First of Each Month. Subscription Price $2.00 Per Year. Foreign Subscription $2.50 Per Year. | Philadelphia, April, 1923 | Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. | No. 12

No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.



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A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves and also crozed and chamfered staves. Write for particulars.

We manufacture a full line of Slack Stave and Heading Machinery

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Successor to JOHN GREENWOOD

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RELIABILITY!!

The whole category of business virtues are summed up in this word. Interpreted in terms of cooperage merchandising it means absolute and positive dependability in business practice—manufacturing and marketing.

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Your Concern
is so to place your orders as to obtain the greatest possible return for every dollar you spend.

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is to make certain that the money you spend with us will yield you full value in goods and service.

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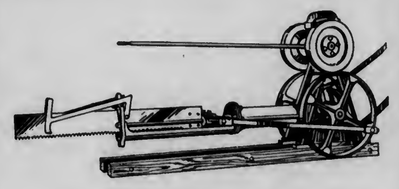

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Our DRAG SAWS and STEAM DOGS

are standard equipment in every modern American cutting-up plant.

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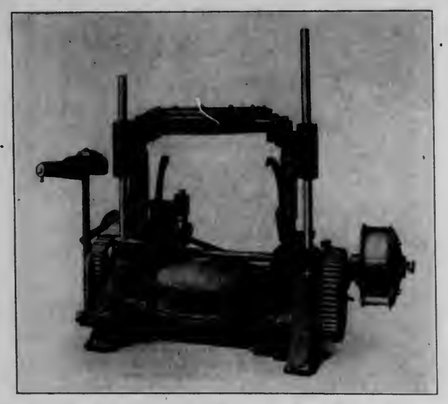

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HEADING-UP MACHINE
FOR TIGHT BARRELS
Operates with
MINIMUM OF POWER and MAXIMUM OF EFFICIENCY

Handles packages from 5 to 55 gallons capacity. Machine delivered with one head—size optional with purchaser. Additional sizes furnished at nominal cost. Head changes made in 10 minutes.

Capacity, 700 to 1000 barrels daily

We will be glad to send you descriptive literature

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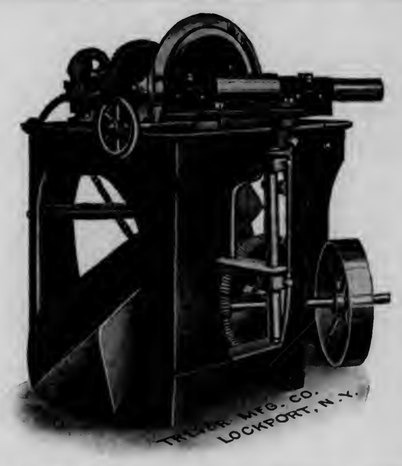

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The fastest and best built Turner—Frame cast solid—Correlated speed—Equally adapted to hard and soft woods. Built in three sizes for circling Heading for Barrels, Kegs, Pails, Tubs, Veneer Drums, Cheese Boxes and Hampers from 8-inch diameter up to 32-inch diameter.

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MILLS IN U. S. A. and CANADA

STAVES
HOOPS
HEADING
LINERS

STOCK FOR
Sugar, Flour, Cement, Salt, Lime, Fruit and all kinds of Packing Barrels

Alcohol, Wine, Oil, Syrup, Fish, Olives and all kinds of Casks or Barrels for Liquids

Let Us Quote Prices

WE MAKE A SPECIALTY OF
High Grade Stock for both Domestic and Export Trade

GERLACH MODERN MACHINERY

Produces

CHEAPER AND BETTER

Tight and Slack Cooperage Stock Barrels, Kegs and Tubs, ready to set up into non-leaking packages of 5 to 120 gallons liquid capacity, or for semi-liquid and dry materials up to 800 pounds weight.
We manufacture machinery for sawing, jointing, planing and crozing, staves; for sawing, jointing, dowelling, planing and circling heading.

MODERNIZE YOUR PLANT

Scrap Machinery invented before the Civil War and install a Gerlach Outfit that will make Tight barrels that are tight, from any strong, non-porous timber.

BUILD

barrels with perfect joints that will not leak! a product that is infinitely superior to the tin and iron near barrels now being experimented with.

Wood is tasteless, stainless and rustless and being a poor conductor of heat or moisture, keeps its contents in their original condition.

CYLINDER SAWS RESTEELED
MODERN BOXBOARD MACHINERY

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Columbus, Winter and Leonard Streets
CLEVELAND - - OHIO

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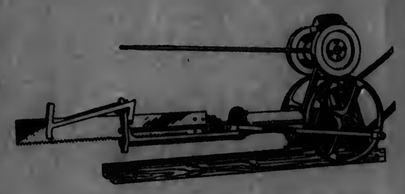
Belt Wheel Drag Saw



"STANDARD THE WORLD OVER"
Made in Every Type and Size

Our DRAG SAWS and STEAM DOGS

are standard equipment in every modern American cutting-up plant.

HILL-CURTIS CO.
SAW MILL AND WOOD CUTTING MACHINERY OF EVERY TYPE AND SIZE
KALAMAZOO MICHIGAN

Since 1850

this Company and its subsidiaries have been producing Tight Staves and Heading

LUCAS E. MOORE STAVE CO.
NEW ORLEANS NEW YORK

Speed-Durability-Efficiency
are the three outstanding features of our
HEADING-UP MACHINE
FOR TIGHT BARRELS
Operates with
MINIMUM OF POWER and MAXIMUM OF EFFICIENCY

Handles packages from 5 to 55 gallons capacity. Machine delivered with one head—size optional with purchaser. Additional sizes furnished at nominal cost. Head changes made in 10 minutes.

Capacity, 700 to 1000 barrels daily

We will be glad to send you descriptive literature

CHAS. GROTNES MACHINE WORKS
CHICAGO :: :: ILLINOIS

TREVOR Patent Automatic Heading Turner

The fastest and best built Turner—Frame cast solid—Correlated speed—Equally adapted to hard and soft woods. Built in three sizes for circling Heading for Barrels, Kegs, Pails, Tubs, Veneer Drums, Cheese Boxes and Hampers from 6-inch diameter up to 32-inch diameter.

We specialize in STAVE HEADING and HOOP MACHINERY

TREVOR MFG. CO. LOCKPORT, N. Y.
SOUTHERN AGENTS
J. C. Pennoyer Company → MEMPHIS, TENN.

The Sutherland-Innes Company (LIMITED)
Chatham, Ontario

Head Office, CHATHAM, ONT.
New York Office
29 Broadway, New York
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MILLS IN U. S. A. and CANADA

STAVES
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STOCK FOR
Sugar, Flour, Cement, Salt, Lime, Fruit and all kinds of Packing Barrels

Alcohol, Wine, Oil, Syrup, Fish, Olives and all kinds of Casks or Barrels for Liquids

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WE MAKE A SPECIALTY OF
High Grade Stock for both Domestic and Export Trade

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

INTENTIONAL SECOND EXPOSURE

Our business policy demands, among other things—

QUALITY *in manufacture*
PROMPT SERVICE *in shipments*
COURTESY *in all dealings*

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STAVES
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The "Triangle C" Trademark

ALWAYS in the market for *better* staves and heading
—always in the market for business from those who want *better* barrels.

THE CLEVELAND COOPERAGE COMPANY
Cleveland, Ohio

Does "INDEPENDENT" flash in your mind when you think of STAVES, HOOPS or HEADING?

We Want It To!!

We want you to know us — our business methods, our stock quality, and our service.

Cordial Business Relations Are Bound to Result

INDEPENDENT COOPERAGE CO.
Fort Wayne Indiana

Slack
Staves
Hoops
Heading

Straight, Matched or Mixed Cars

Apple Barrel Stock Now!

New Hampshire Stave & Heading Mill

MANUFACTURERS OF

SLACK HARDWOOD COOPERAGE

We are now equipped to furnish crozed staves in various lengths

Mills: North Stratford, N. H.
Sales Office: 79 Wall Street, New York, N. Y.

The Question Before the House is—

"Where can buyers of cooperage stock, whether their wants be large or small, get high quality

Slack Barrel Staves
Hoops and Headings

get the same quality consistently, and get prompt shipments, and an all 'round satisfactory service?"

The advice of many of the country's largest and most particular buyers would be to place your orders with the Gideon-Anderson people.

Test out their advice on your next order whether it be for straight, mixed or matched shipment.

Quotations promptly supplied

The Gideon-Anderson Company
General Sales Offices
Second and Angelica Streets, ST. LOUIS

Associated Cooperage Industries

All grades guaranteed to be strictly in accordance with rules of the Associated Cooperage Industries of which we are a member.

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.

Cooperage Stock

MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

GREIF BROS. COOPERAGE COMPANY

STAVES
HOOPS
HEADING

SLACK

Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

BARRELS
CASKS
KEGS

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks

Cars Straight, Matched or Mixed

CLEVELAND, OHIO

C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF

Staves, Hoops Heading

and

COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy
is what we aim to sell

ADDRESS ALL COMMUNICATIONS

141 Broadway, New York

Washington Life Building

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Satisfaction vs. Continued Patronage

Our "Bone-Dry" Gum Mixed Timber Heading having once been used is thereafter always sought by the trade because it is turned true to size from thoroughly kiln-dried lumber, insuring satisfactory use. We desire to sustain our established reputation for furnishing good quality, well manufactured Heading

"BONE DRY"—A SAFE BUY!

HIMMELBERGER-HARRISON LUMBER CO.

SALES OFFICE: Cape Girardeau, Mo. PLANT: Morehouse, Mo.

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Struthers-Ziegler Cooperage Co.

SLACK BARREL MATERIAL

1104 BOOK BLDG. DETROIT, MICHIGAN

"We consider the confidence that the trade reposes in us as our greatest asset—it is the direct result of our constant effort to produce and sell nothing but honest dependable goods.

We take a wholesome pride in the 'Quality' cooperage stock that goes into the market under our direction."

Slack Cooperage Stock

STAVES—HOOPS—HEADING

Staves from 24 inches to 48 inches

Hoops all Lengths *Heading all Diameters*

MILL SHOALS COOPERAGE COMPANY

Syndicate Trust Bldg. - - - - - ST. LOUIS, MO.

YOUR GOOD-WILL

means much to us. We regard it as the most valuable asset of our institution. As a principle of our fixed business policy we are striving by every honorable method to merit your confidence.

In pursuit of this policy we are offering you

All kinds of Slack Cooperage Stock -- Staves, Hoops, Heading

especially

COTTONWOOD STAVES

that are honestly made, honestly graded, honestly sold and honestly delivered

MEMPHIS **THE W. M. DAVIS STAVE COMPANY** TENNESSEE

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

The National Coopers' Journal

THIRTY-EIGHTH YEAR | PHILADELPHIA, APRIL, 1923 | $2.00 PER YEAR VOL. XXXVIII, No. 12

New Orleans Reports Conviction That a Judicious Buying Solicitation on Part of Cooperage Trade Will Hasten Return of the Sugar Barrel Business

This is the time of the year when makers of and dealers in sugar barrel stock used to engage in an active campaign, canvassing the sugar mills, and booking orders for packages or stock to be delivered during the next grinding season, but this year there does not seem to be any great amount of energy being expended in that direction. There seems to be a general tendency to allow the sugar people to use substitute packages as long as they feel like it, and then come back to the barrel of their own accord. Quite as a matter of course they will do this in the fullness of time, but a little judicious effort at this season would facilitate matters greatly.

Wooden Barrel Still Supreme With Large Sugar Users

Sugar in cartons is well enough for the retail grocery trade, where consumers are willing to pay two cents a pound more for their sugar in order to get it in a nice little box, but the large consumers of sugar, like the bakers, confectioners and soft drink makers still buy their sugar in barrels and probably always will, and it would require but little missionary work along that line to bring the sugar barrel trade back to its former proportions.

Real Salesmanship by Cooperage Stock Manufacturers Would Yield Big Returns

The big refineries are still using some barrels, and will continue to use them throughout the summer. The extent to which the trade increases among the smaller mills before and during the next grinding season will depend, to a great extent, on the amount of salesmanship exercised by the cooperage stock men.

Has Large and Growing Business in Syrup, Molasses and Sugar Barrels

Penick & Ford are doing a large and growing business in syrup and molasses barrels, halves and kegs, as well as in sugar barrels. The cooperage business, however, is only a side line with them. They are large manufacturers and dealers in cane products, and although their own output is retailed in tin cans they appreciate good packages and know what they are when they see them. They used so many barrels in their business that it was necessary for them to build a shop of their own, and while they were building they made the shop large enough to take care of a good, large trade—and they get the trade.

When Business Judgment Prevails

About 1920 this firm was caught with large orders for syrup to be filled at low prices, while the prices of the raw materials were at their crest. They were hard hit, and their $300,000 of common stock was quoted as low as $6.00, while their preferred stock, of which they had issued $4,000,000, was quoted at about $32.00. Their common stock is now quoted at $10.00, and their preferred at $70.00, which is quite a comeback. When men show good judgment in selecting their packages they are likely to show good business sense in other directions. They deserve their success.

Why the Wooden Barrel Is the Best Flour Package Under All Conditions

It is nauseating to think of the amount of flour that arrives here in bags, a package the use of which, for food products, should be forbidden by law. Of course, you have some idea what happens to a bag of flour when, on account of leaky cars, leaky boats or defective tarpaulin coverings, it gets wet in transit, but do you know how the flour barrel reacts to such environment?

When a flour barrel is caught in the rain the staves and heading at once swell and become water-tight, and if it is soaked in water long enough for the water to penetrate through the thin wood the tightly packed flour clings to the wet inside of the package, forming an impenetrable lining, and the water can go no further. When such a barrel is emptied it looks like it had been carefully coated on the inside with waterproof cement.

The Flour Barrel in Its Making, "Now" and "At One Time"

Flour barrels are almost always well made now, and of good materials, but only a few years ago coopers in the flour milling regions were a little careless at times, and the barrels of flour intended for export sometimes reached here with the contents leaking out through the joints, or through "pin holes" in the timber. The remedy was easy. When the loading crane caught up four or five barrels, held together in a "sling" to carry them from the dock to the hold of the vessel, it would stop in the middle of its course, dip the barrels for an instant into the river, then swing them up and lower them, still dripping, into the vessel's hold. The water would turn the flour in the cracks or worm holes in the barrels into a solid, water-tight paste, so that nothing could leak, either in or out. It seems an utterly preposterous thing for transportation people to take food products and drop them into the river to make sure that they will keep dry, but the process is effective.

Biggest Vegetable Shipping Season of the South Continues

The biggest vegetable shipping season in the history of this section continues, and has been only slightly interrupted by the several cold snaps that have visited us. For two weeks or more the thermometer will hover around 76, but by the time the human system has fully adjusted itself to that temperature some blizzard that is devastating the Northern States will whisk the tip of its tail over this section and make the natives think that the North Pole has visited them in person. For two or three days the South shivers, and the fellows who peddle coal on the streets at 25 cents per small bucketful do a thriving business, then the thermometer moves back to 76. During these brief cold spells the newspapers carry scare heads, announcing destructive freezing and the utter destruction of all vegetable life, but for all that, as soon as the rains stop the gardeners are out in their fields again, gathering produce as usual. The cold snaps we have here stop vegetable shipments for from two to four days, or, in extreme cases, for a week, and during that time there is no demand for barrels. Some of the fellows who are always looking for the world to come to an end shut up shop during these intervals and say that business is dead for ever. Other coopers work harded than ever during these cold spells, not merely to keep warm, but also to get a few barrels ahead to meet the rush of business that comes when the sun shines again.

Next Call Will Be for Green Corn Barrels

The large demand for produce barrels will continue for some time yet. In fact, the trade will be good until the northern-grown vegetables are on the market, then there will be a lull until the season opens for the shipment of green corn, when there will be a heavy demand for corn barrels. By the time that is over something else is likely to turn up.

More Barrels Should Be Used by Truck Growers

Although the produce barrel business has been good and continues that way, it has not been half as good as it should have been. Many vegetable shippers are using substitute packages on account of the price, the freight rate on barrels being so high that they can not use them to advantage.

Along the line of the L. & N. R. R. between this city and Mobile there are seven or eight small stations where great quantities of vegetables are being shipped. At some of these stations barrels are occasionally used, but at others the shippers do not know what a barrel looks like, though they need them badly. Some of their products require crates, some require hampers, and for still others there can be no other package as suitable as the barrel, but the barrel can not be had.

Co-operative Cooperage Shop Would Pay

In the vicinity of stave and heading mills, where stock can be obtained in small lots with but little trouble, the truck growers often as not make their own barrels, but along this particular stretch of road local lots of stock might be troublesome to obtain and the farmers do not seem to have thought of a co-operative coopershop to buy stock in car lots and supply the neighborhood with barrels, and no cooper, used to catering to the general trade, cares to take chances of putting in a coopershop and importing and training a gang of coopers merely for a job during the vegetable season.

The package business along this road logically belongs to the New Orleans coopers, and they should have it, but the freight rate on empty barrels is prohibitive.

Produce Shippers Want Barrels, But Freight Rates Are Prohibitive

When six or seven carloads of truck were being shipped daily from Long Beach, Mississippi, one of our friends went over to look into the possibilities of business. He found that without considering the produce that could properly be shipped in other packages, there was a need of at least a thousand barrels a day at that one point, but no orders for barrels could be booked. The shippers wanted barrels, but could not buy them. The freight rate would eat them up.

Chance for "Nested" Barrels

If a more reasonable freight rate on empty barrels can not be obtained, then the remedy for the situation would seem to be in the "nested barrel," which would reduce the freight rate by enabling an ordinary freight car to carry three or four times the usual number of barrels. There should certainly also be a good opening for the half-barrel, that is, the package with heads of the ordinary size, but made of staves that have been cut in two in the middle. It is really asking too much, however, to expect the produce shippers to go out and hunt up the makers of these packages and to investigate the merits of the articles for themselves. It would certainly help the produce business if shippers would adopt cooperage packages of some kind, but in some of the smaller towns they will not do this until somebody shows them, and until some way is found of getting the goods to them on a reasonable freight rate.

BARREL SHIPMENTS THROUGH NEW ORLEANS' NEW BASIN CANAL

According to report from New Orleans, receipts of forest products through the New Basin canal from February 28th to March 13th made an excellent showing. Lumber receipts amounted to 1,937,000 feet on ten steamers, eighteen schooners, one motor boat and four barges. A total of 734 cords of wood and 28 bales of moss arrived on 19 schooners, one motor boat and one barge. One steamer and one schooner brough 275,000 lath. Two schooners brought in 4,800 barrels of charcoal, and one schooner brought in 16 barrels of rosin.

NEW BASIS FOR ROSIN EXPORTS

The new statistical classification of domestic commodities exported, says *The Lumber Trade Journal*, of March 15th, makes an important change in the method of listing rosin exports, which is important to note in connection with the statistics of exports, beginning with the report for January, which will soon be forthcoming. The practice for many years has been to report exports of rosin in terms of standard barrels of 280 pounds, and this practice has been maintained notwithstanding the actual shipping unit is a barrel of approximately 500 pounds. Effective January 1st, 500 pounds has been adopted as the weight of a standard barrel, which will make the amount expressed in standard barrels correspond approximately to the actual number of barrels shipped, although the figures appearing in the statistics will represent the actual weight, reduced to barrels of 500 pounds.

EXPORT FORMATION FILED

The Naval Stores Export Corporation has filed the formation of its organization with the Federal Trade Commission at Washington. This was necessary in order to permit the company to engage in the export of naval stores under the Webb Act. The company is now nicely domiciled in offices on the 14th floor of the Whitney Central Bank Building, New Orleans, La.

Louisville Reports Keg Business Now Big End of Cooperage Trade. Inquiries Good in Tight and Slack Lines With Outlook Fine for Summer Business

Louisville cooperage interests, tight and slack, report good inquiry, fair orders and a fine outlook for summer business. It is claimed that if the barrel and keg business gets really active stave and heading conditions will make for higher prices and quite an advance is possible. As it is, an advance of ten to twenty-five cents on barrel prices may be made about the first of April, while keg prices may go a bit higher, due to the shortage of cut of staves for utilization in the smaller size packages.

Inquiry from various packers of food products is good at this time for barrels to be delivered in the summer and fall, while there is also a good inquiry for kegs of various sizes. With food prices high and showing indications of going still higher, reports received indicate that the canners and general food packers, especially the picklers and kraut packers, will put up a big pack. Lard and oil containers have been in brisk demand and the manufacturers of beverage syrups, etc., have also been asking for prices. The paint and varnish lines are also quite busy and have not the stocks of used barrels to pick from today.

Business Outlook Good In Slack Lines

In slack cooperage business has been fair and the outlook is conceded as good. Flour millers have been operating on a steadier basis than was the case at this time last year, while more potatoes have been going into cold storage than usual in the spring months and there has also been some demand for general produce packages, poultry packages, salt barrels, etc.

High Winds Affect Cooperage Plants

A number of cooperage plants in this district were hurt by high winds during the middle of the month. On March 11th wind reached a velocity of over seventy miles an hour and every section of the State suffered loss. The Chess & Wymond Co., at Louisville, had some of its stacks down, while the Louisville Cooperage Co. not only had its smokestacks down, but its blower system was completely wrecked. The Sengel interests, operating the Gambrinus Cooperage Co., also suffered damage from the wind. All of these companies were insured on the damage but not against loss of time. The Louisville Cooperage Co. was down nearly ten days as a result of the wind damage, and at a time when it was busy on kegs and getting busy on barrels.

Stock Manufacturers Are Laying Low

Local barrel and keg manufacturers report that inquiries sent out for stave and heading prices are bringing no response and that stocks are light while producers are apparently waiting for a stronger demand to develop, which will further force prices. There appears to be very little doubt but that stocks, as a whole, are rather small throughout the South and, with any sort of barrel or keg demand, prices are bound to advance sharply.

Keg Business Is Now the Big End of the Cooperage Trade—Reasons for Increased Demand

Whereas a few years ago there was an active barrel demand and relatively small keg business, it is claimed today that the keg business has become the big end of the cooperage trade. The Louisville Cooperage Co. has just recently placed contracts for a large fireproof warehouse type of building, the greater portion of which will be utilized for enlargement of the keg department, the balance being used for stock. There are several reasons why keg business is picking up. One reason is that many food products are now so high that retailers buy in smaller packages than formerly. Where wooden packages are used by the home brewing industry, demand is also for small packages, which can be handled and shipped with greater ease.

The Question of Labor

There appears to be no doubt but what production cost of staves and heading in the South this year will be materially increased as a result of the labor situation and increasing shortage. There is a general demand for industrial and railroad labor, while cotton planters are planning to put in a tremendous acreage, as is shown by the very active buying of fertilizer and mules. In fact, cotton acreage is being extended and there will be more cotton planted in the northern end of the belt in southern Kentucky this year than ever before. With the planters demanding cotton, and in better shape financially as a result of present thirty-cent cotton, it means that labor is going to be scarce and high. Lumber interests are operating mills at capacity. Northern industrials are taking negro labor away from the South. Immigation is almost at a standstill and production costs in many lines are advancing.

The Tight Stock Price Market

Quotations on cooperage stock show spirit staves at $135a$140 a thousand; heading, $1.50 a set; white oak oil staves, $70 a thousand; red oak, $55a$60; gum, $40a$45; white oak circled heading, 45 cents a set; red oak, 40c; gum, 25c; and joined gum staves, 80c a set at the mills.

The Tight Barrel Price Market

The tight barrel market is unchanged with white oak oil barrels at $2.90a$3; red oak, $2.70a$2.75; spirit, $4.75a$5; gum, $2.35a$2.45; half-barrels, white oak, $2.30; red oak, $2.15; kegs, 5-gallon, red oak, $1.15; white oak, $1.25; 10-gallon, red, $1.50; white, $1.60; 15-gallon, red, $1.65; white, $1.75; 20-gallon, red, $1.85; white, $2; 25-gallon, red, $2; white, $2.15; 30-gallon, red, $2.15; white, $2.30.

The Slack Stock and Barrel Price Market

Slack barrel and material prices show no change over the month. Flour, salt and similar packages are 70a75c; sugar, 90c; one-head produce, 50c; two-head, 55c; poultry, 60a65c; and sugar-sized produce, No. 2 stock, 70a75c. Local assemblers of barrels report no change in prices of staves or heading at the mill points, gum staves 28½ to 30 inches costing $13a$14 a thousand for No. 1; $9a$11 for No. 2, and $11a$13 for mill run.

Hollingshead Plant Greatly Improved

Paul Dysart, Jr., of the J. D. Hollingshead Co., reported that the local plant has been improved until it has a daily setting-up capacity of 3,000 slack barrels, making it one of the largest and best equipped assembling plants to be found anywhere. The company during the year installed additional machinery and is now putting in extra heading-up machinery. During the year it put in tongue and groove machinery for making extra tight slack barrels and it is claimed that this was the most needed improvement that has been made in the plant, as it filled a long-felt need. The company carries stock of material on hand, under shelter, for about ninety days' full capacity operations, and is taking up a city block with its operations.

"Day by Day In Every Way"

J. R. Williams, sales manager of the Chess & Wymond Co., Louisville, in commenting on the March cooperage situation, says:

"Day by day, in every way, business in the cooperage trade is getting better and better." Whether this is due to a nation-wide practice of the eminent Frenchman's theory, or to a gradual recovery from two years of so-called "normalcy," or other causes, we are not prepared to say. But we do reiterate "Nineteen Hundred and Plenty Three." Business in the cooperage industry continues to improve and demands from sources that have been quiet for two years are being received. Stocks of staves and heading are still low and producers and brokers are storing stocks for higher prices.

Louisville & Nashville Railroad Making Improvements

The Louisville & Nashville R. R. has just placed contracts for $20,000,000 worth of additional equipment, including cars and engines, while it is also spending great sums on its roadbed, terminals, etc., with the result that much better transportation to the South is in prospect.

Cooperage Plant Has Fire

The small cooperage plant of Jacob Beam, 1646 Prentice Street, Louisville, was recently destroyed in a $5,000 blaze. The two and one-half story frame building contained a lot of oil soaked packages, sent for re-coopering.

Fruit Package Manufacturers' Association Will Meet

The National Basket & Fruit Package Manufacturers' Association has scheduled the annual meeting for Louisville on April 11th and 12th.

High Water in the South

Heavy rains have resulted in the Kentucky, Ohio, Cumberland, Tennessee and other rivers being at flood stages many times this spring, and while the Ohio has gotten close to the danger lines on several occasions there have been no losses reported.

River Transportation Coming Back Strong

River transportation companies are coming back strong, and some excellent lines are now being developed, resulting in good service between Louisville and Pittsburgh and Kentucky river points. By 1925 it is claimed that the government will complete its nine-foot stage from Pittsburgh to Louisville, which will result in open summer transportation.

W. A. Gates Resigns

W. A. Gates, chief traffic clerk of the Southern Hardwood Traffic Association, Louisville office, has resigned after three years of service, to take charge of the traffic department of W. P. Brown & Sons Lumber Co.

Bourbon Stave Co. Is Incorporated

The Bourbon Stave Co., Wayne County, Ky., capital $5,000, has been chartered by I. D. Thompson, Sr., I. D. Thompson, Jr., both of Paris, Ky., and L. H. Humble, of Monticello, Ky. The latter has been a well known operator for years.

CHARLOT-DRAPER NUPTIALS

Harry Charlot, son of F. S. Charlot, president of The Ozark Cooperage & Lumber Co., St. Louis, was married to Miss Grace Draper, of Hopedale, Mass., March 10th. The young people being first cousins found it rather difficult to become one but finally succeeded in Kentucky, as that State does not hold illegal for first cousins to marry, as does Illinois, the first State in which Mr. Charlot and Miss Draper sought to wed.

BARRELS GO UP IN SMOKE

Ten thousand barrels, valued at $5,000, were destroyed in a fire at the plant of the Virginia Wood Products Company, manufacturers of barrels and baskets at Chesterfield Heights, Norfolk, Va., March 5th. One shed adjoining the main building and its contents were destroyed.

PLANT AT ASTORIA, ORE., EXPECTED TO PROVIDE MARKET FOR CHEAP TIMBER

According to report, March will see production begun in the Pacific Hoop Company's plant at Astoria, Ore., which plant operation lumbermen of the Northwest will be watching closely, inasmuch as it is expected to open the way for the marketing of the cheap grades of fir, spruce and hemlock logs, which logging companies now find difficulty in disposing of.

The factory at Astoria will produce barrel hoops and heading of fir, spruce and hemlock, by a special process developed to make these woods available for barrel-hoop manufacture.

PEKIN COOPERAGE CO. IS ENLARGING ITS AMBRIDGE, PA., PLANT

An addition is being built to the plant of the Pekin Cooperage Company, at Ambridge, Pa., which will mean employment to several more men. Operation of the plant is now on a greater scale than ever before, every department being run to full capacity and still behind in filling orders.

TRANSPORTATION BIG BUSINESS HANDICAP

Henry Thorndike, Newport, R. I. My opinion that business is ready to move whenever the railroads will function. I find that people will not buy supplies of any kind, so long as the railroads will not haul them. Neither will they pay bills for goods held in transit along the roads. When the coal is hauled and the railroads open, there will be business for all.

ADJUSTMENT OF PROPERTY TAX WILL HELP TIMBER GROWING

One of the greatest drawbacks upon timber growing in the United States is the deterrent effect of the property tax levied year after year upon land bearing young trees, says the Forest Service, United States Department of Agriculture. What is needed is a system of taxing growing forests under which the principal burden will fall at the time of harvesting the mature crop, but which is so adjusted as to be equitable to other classes of taxpayers and to meet the needs of public revenue.

About 86 per cent. of the lumber used in Alaska is cut from the national forests, according to the Forest Service, United States Department of Agriculture.

THE PULSE OF THE TRADE

THINGS ARE RUSHING

Wm. F. Taylor Barrel Co., Newark, N. J.—Things are rushing around this section; demand is tremendous for sugar barrels and good oils, in fact, everything is in good demand and prices are shooting up rapidly. Six months ago asking price for re-coopered sugars was 50 cents; now it is 85 cents and more orders than barrels at that price.

WORKING FULL CAPACITY

United States Cooperage Co., Philadelphia, Pa.—Trade is very satisfactory with us, working full capacity. The outlook for the future is very promising. We are always in the market for the following stock: No. 1 mill run and No. 2 30" gum staves; No. 1 mill run and No. 2 19⅛" gum heading, and mill run 19⅛" pine heading.

BUSINESS GOOD AND GETTING BETTER FAST

Woodstock Cooperage Co., Woodstock, Va.—As to trade with us at present, want to report that business is good and getting better fast.

BUSINESS OUTLOOK VERY PROMISING

United Barrel & Bag Co., Milwaukee, Wis.—We wish to state that the business outlook for the coming year looks very promising. We are expecting a great demand for used barrels. We have been operating 100 per cent. lately. There is a brisk demand for second-hand barrels of all descriptions. Prices are stiffening on tight barrels.

WILL START MAKING APPLE BARRELS NEXT MONTH

C. D. Thorn, Milton, N. Y.—I am not making barrels at present, but expect to start some time next month. No damage has been done to the fruit trees in our section this winter, so far as I can learn. Have contracted for all the stock I expect to use this year.

MARKET CONDITIONS REFLECT INCREASED CONSUMPTION

Voll Cooperage Co., V. W. Krafft, Treas., St. Louis, Mo.—Business is good from the standpoint of general market conditions, reflecting an increased consumption, and the outlook is favorable. However, operating difficulties are becoming more acute and materially affecting the output.

HAVE A GOOD SUPPLY OF COOPERAGE

Solvay Process Co., F. W. Wagner, Pur. Agt., Detroit, Mich.—Demand for barrels is fair. We have a good supply of cooperage on hand.

TRADE DEMAND WILL BE STEADY ALL YEAR

B. Weissman, Braddock, Pa.—Business is good and we look for steady demand for balance of the year. We can use a car of r. o. oil heads, 20¼"; a car whisky or wine heads, 1" or ¾" thick by 20¼"; also a car of m. r. 19⅛" pine heads. Quote lowest cash prices f. o. b. Braddock for prompt shipment. We are also in the market for five to ten thousand kegs, size 5 to 30 gallons, and would like to receive quotations on all sizes and grades, f. o. b. Braddock. Terms cash.

PRESENT WOODEN WARE TRADE LIGHT

Bousfield Wooden Ware Co., Louis Bousfield, Sec., Minneapolis, Minn.—Demand for our product has fallen off greatly during the last few weeks. The demand for the next few months will likely be light. But demand should pick up during the latter part of the summer or early fall. We manufacture wooden pails and tubs for packing food products. Do not purchase raw materials, as we manufacture everything ourselves.

FINE DEMAND FOR ALL KINDS OF SECOND-HAND BARRELS—TIGHT AND SLACK

Young-Curley-Larkin Co., East Cambridge, Mass.—Business is very good with us, there being a good demand for all kinds of second-hand packages, both slack and tight, and at good prices. We have been able to dispose of the heavy stock we carried for a year or more to good advantage and with the present good demand we have no surplus stock in goods. With general business improving as it now is we look forward to a good year in our line. Best wishes for the Journal.

ARE MAKING BARRELS FOR ALASKA'S HERRING TRADE—RUNNING FULL CAPACITY

Washington Cooperage & Package Co., Richmond Beach, Wash.—We have completed an additional warehouse, 40 x 80, two stories high, installed an extra stave saw and have other machines on the way for our hoop department. Business still looks good and we have started our coopers on fish barrels for the Alaska herring trade. Have been running full capacity since starting up a year ago last January, manufacturing Douglas fir staves and heading, also fish barrels. The prospects for a busy summer look very good. Mr. W. B. Carter, manager, would like to hear from his old friends throughout the East.

SAYS STOCK PRICES ARE TOO HIGH

Texas Barrel Co., Houston, Texas.—Our specialty is ice cream tubs and fir kegs, although we make new tight and slack barrels. Right now our business is very brisk, but tight and slack stock is too high for general use, as we have to charge the user too much for his packages.

C. E. MURRAY AND E. H. MITCHELL NEW OWNERS OF CLEARWATER MANUFACTURING CO.

The plant of the Clearwater Manufacturing Co., Clearwater, Fla., has been purchased by C. E. Murray, of Decherd, Tenn., and E. H. Mitchell, of Clearwater. The plant will be operated under the same title and will continue the manufacture of slack cooperage stock and slack barrels, although a number of improvements are contemplated.

In the re-organization and incorporation of the Clearwater Cooperage Co., C. E. Murray is president and E. H. Mitchell, secretary and treasurer.

WILL MAKE WOODEN PACKAGES OF ALL KINDS

The Berrien County Package Company, Sodus, Mich., has been organized and a charter taken out. The capital stock of the company is $75,000. The company will erect a modern plant for the manufacture of wooden packages of all kinds.

Fine Barrel and Keg exhibit of the General Cooperage Co., R. A. Cabrey Manager, Philadelphia, at the recent Hardware Show in this city.

MR. BROAD NOW OWNS THE GRAND RAPIDS BARREL CO.

Grand Rapids, Mich., March 16, 1923.

Editor, The National Coopers' Journal:

Will you kindly inform the trade through the medium of The Journal that the Grand Rapids Barrel Co., Franklin Street and Buchanan Avenue, Grand Rapids, Mich., is now dissolved as a partnership. This concern will continue in business under the same trade name but under the ownership and supervision of Mr. Morerres Broad. Mr. Broad will at all times be pleased to hear from the many concerns who have favored us while in the business. Thanking you, we are

Yours very truly,
Grand Rapids Barrel Co.
Per Morerres Broad.

WOODEN WARE BUSINESS VERY GOOD

Patton Wooden Ware Co., Seattle, Wash.—Present business is very good and we anticipate that it will continue to be good through the season.

WILL USE BARRELETTES FOR THEIR 1923 APPLE CROP

Martinsburg, W. Va., March 5, 1923.

Editor, The National Coopers' Journal:

Receiving a request from C. A. Sprinkel & Son, of Harrisonburg, Va., for information about barrelettes, such as who manufacture them and about the probable price and where they are made, and not being able to give the desired information, we are asking you to put them in touch with some one who can give them the information they want.

C. A. Sprinkel & Son intend to use the barrelette in shipping this season's fruit. Thanking you in advance for this favor, we are

Yours very truly,
Cazer Bros.
Per S. E. C.

[Note.—Promptly referred to all manufacturers of barrelettes.—Editor.]

NEW STAVE PLANT READY TO OPERATE

The new stave plant of The Plant-Cammon Stave Co., which is being erected at Amity, Ark., is nearly ready for the installation of machinery.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry

Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. Doane, Editor-Manager
J. E. MacDonald, Associate Editor

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ADVERTISING

Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

REMITTANCES

Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

ASSOCIATION MEETINGS

The Associated Cooperage Industries of America will hold its 8th Annual Convention at the Hotel Jefferson, St. Louis, Mo., May 8th and 9th. Executive Meeting, May 7th.

Chamber of Commerce of the United States will hold its 11th Annual Convention at the Waldorf-Astoria, New York, May 7th-10:h. The cooperage industry will be represented by councillor and delegate from The Associated Cooperage Industries of America.

Annual meeting of the National Foreign Trade Council will be held at the Grunewald Hotel, New Orleans, La., May 2d-4th.

PUBLISHER'S STATEMENT

Statement of the ownership and management of "The National Coopers' Journal," published monthly at Philadelphia, Pa., required by the Act of August 24, 1912, of the new postal regulations, which went into effect Oct. 1, 1912.

Note.—This statement is to be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office.

Editor and Manager, M. E. DOANE, Philadelphia, Pa.
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Owners, The Estate of John A. McCann, Philadelphia, Pa.
Known bondholders, mortgagees, and other security holders, holding 1 per cent. or more of the total amount of bonds, mortgages, or other securities: None.

(Signed) M. E. DOANE, Manager.

Sworn to and subscribed before me this 28th day of March, 1923.
H. DARRAGH MACKENZIE, Notary Public.
(Seal)
(My commission expires April 1, 1923.)

TRADE DEMAND WILL BE STEADY ALL YEAR

If there is one line of industry that can square its shoulders and take a deep breath of real, genuine satisfaction over present trade and future business conditions it is the cooperage industry, for not only is our trade sharing in the return of the good times which general prosperity has brought to the country, but the cooperage and cooperage stock manufacturer, slack and tight, has opening before him the period when seasonal demand for the wooden barrel adds its profitable quota to the heavy and steadily increasing business engendered by the activities in all the other package consuming industries.

If there is a single member of the cooperage trade that is not "booked up" to capacity during the coming months and at prices that spell satisfaction for all concerned then will we know that there is one who has failed dismally in trade initiative—for these are the days when to be up and doing means to live and prosper, but you must be up and doing. The day of "Business Publicity" dawned long ago and there are but few who have failed to test and prove its efficacy.

A NATIONAL TRANSPORTATION POLICY

There is one subject that looms large on the horizon of the coming annual convention of the Chamber of Commerce of the United States, to be held in New York, May 7th-10th, and that is "Transportation," the most serious problem, undoubtedly, that the business and industrial life of our country now has confronting it.

What the results have been and now are, so far as the evils of inadequate transportation are concerned, we all know, and what it will mean for the business life of the country, as a whole, to have a National Transportation Policy that will afford the relief needed, we can well imagine. Therefore, while the solution of this problem must, of necessity, be slow in fully culminating, the steps so far taken, however, are so encouraging and in a direction and by methods that give evidence of such sane procedure that all interested can at least look forward to such reports as emanate from the committees appointed to handle the problem, with confidence and with assurance that the "overcoming" is but a matter of patience and of persistent endeavor.

Definite progress toward the formulation of recommendations representative of American business thought for a national transportation policy was reported March 26th, by the Chamber of Commerce in announcing that three of the five special committees assigned to make preliminary studies of the main elements of the problem were completed and had begun work.

Reports of these five committees will be the basis on which the work of the Transportation Conference itself, representing in its membership a cross-section of American life, will begin. The object of the conference is to bring American genius for business organization to bear on constructive proposals for establishment of a progressive national policy to deal with all transportation systems, whether by rail, highway or waterway, in such manner as to insure adequate means for fostering national growth and development.

The three committees already at work are those on highway and motor transport, railroad consolidations, and co-ordination of rail and waterway service. A "Progress" report will be possible at the time of the eleventh annual meeting in May, but "it is not expected," said President Barnes, "that final results will be accomplished by that time."

At the eleventh annual meeting of the Chamber of Commerce of the United States, the following association members have been appointed to represent the cooperage industry:

National councillor and delegate, Mr. A. T. Knox, L. E. Moore Stave Co., New York City.

Substitute national councillor and delegate, Mr. J. R. Melcher, J. R. Melcher, Inc., New York City.

Delegate, Mr. H. K. Alexander, Pekin Cooperage Co., New York City.

Substitute delegate, Mr. George D. Holiman, Pekin Cooperage Co., New York City.

PERMANENT BUSINESS AT PROFITABLE PRICES

To every conscientious observer of affairs cooperage, there must be one thing more apparent than any other and that is that our industry has at last arrived at a time in its existence when a fairly representative portion of its members know when they have reached a sound and safe business level, in the matter of prices, and are, themselves, not only willing to acknowledge when this level has been reached, but are frank in voicing and in urging the plea that "permanent business at profitable prices" is far more to be desired than trade loss through inflated prices—even though there may be a brief season of big profits for a comparative few, only to be followed by loss to the whole trade through a falling off in the use of the wooden barrel.

Right now it is conceded that ruling stock prices, tight and slack, allow of a profit to manufacturers without harm to the barrel, and with the prospects that are before the cooperage trade in the way of steadily increasing business, it is safe to believe that the lesson which the years have taught will not go unheeded. To hold fast to that which is good, in the way of permanent business at profitable prices, should certainly appeal to every member of the cooperage industry, as we are all truly ready for a steady and safe run of trade activity.

ELABORATE EASTERN APPLE EXHIBIT IN NEW YORK NEXT FALL

If present plans are carried out, there is going to be an elaborate apple exhibition at the Grand Central Palace, New York, November 3-10, 1923. It will be for Eastern apples only. A few weeks ago there was a preliminary meeting held at the Hotel Commodore, at which practically all the Eastern State Agricultural Departments and State Horticultural Societies were represented. The proposition was talked over and it was unanimously decided to have the exhibition.

The following are members of the executive committee having the affair in charge: C. L. Gold, of Connecticut; C. L. Witherell, of Vermont; Leslie R. Smith, of Massachusetts; A. L. Clark, of New Jersey; C. W. Kimball, of New York, and A. R. Rogers, of the Grand Central Palace.

It is reported that since returning home, all those who attended the recent meeting have been actively engaged in arranging for their share of the show this coming fall.

APPROACHING ITS FORTIETH ANNIVERSARY

With this issue THE JOURNAL closes its thirty-eighth year of service in the cooperage field. With our May number we enter upon our thirty-ninth year, and as we close our thirty-ninth year and swing into the year of our fortieth anniversary we are planning to present a resumé of the life of our industry during the years that we have served our trade exclusively, that will, we believe, be a revelation even to those of our loyal friends who have moved faithfully and constantly by our side down through all these years.

Anticipate THE JOURNAL'S fortieth anniversary number. A year is but a moment of time and almost before we have ceased to proclaim its coming it will be here.

PRESENT STOCK PRICES ALLOW OF PROFIT TO MANUFACTURERS WITHOUT HARM TO BARREL, SAYS C. M. VAN AKEN

It has been fully three years since the cooperage business has had in it the "pep" that has characterized it since the first of January, and each month has shown an increased activity over the month previous. When the demand is strong prices naturally advance. As far as the shippers are concerned the business is now on a good basis, the selling prices show a profit, and while no one is inclined to sell for 75 cents anything for which they can get a dollar, still, there is a general feeling that if there is no further advance and the present prices can be held firm during the year, it would be a permanent benefit to the barrel business, because the present price increase has not put the barrel out of reach of the consumer, and the manufacturers of the material are so situated that their business is showing a profit rather than a loss. It is not probable that we will escape the month of April without hearing of frosts in some one or more of the several apple sections. News of this kind often causes a depression in cooperage price, but just now there is sufficient demand for cooperage along promiscuous lines to prevent a notice of this kind causing a price-cutting stampede. Such a notice might take away any idea that some manufacturers might have of war-time cooperage prices, but it would have to be more of a disastrous frost than we have had yet to cause reduced prices. As far as we can see now, the future is bright for fair prices and good business.

DEMAND FOR APPLE BARREL STOCK VERY UNUSUAL AND AT ADVANCED PRICES, TOO, SAYS F. B. SCHERER, VICE-PRESIDENT NATIONAL MANUFACTURING CO.

Business with us is very good. The prices we are receiving are satisfactory and early buying, especially for apple barrel stock, is very unusual, considering the advance in prices. New York State does not expect a very large crop, this being what the old-timers claim an off year. Our Mr. J. F. Wilson reports that the southeast expects a large crop, provided they do not have their yearly freeze. As a matter of fact, buying will be more steady and active after the freeze periods are over.

Hoops of all sizes are in good demand, as is heading. Even though pine heading has advanced quite a bit, the mills are still unable to produce the stock in any quantity so as to create a surplus, and with a demand coming later we would not be surprised to see this item advance. Standard stock, staves and heading, is also in good demand. In general the business is in a good condition and we are looking for a very good year.

SPRING SEASON DEMAND IS OPENING UP FOR COOPERAGE STOCK, SAYS JAMES INNES

Northern mills have now completed hauling for the winter and stocks of logs and bolts are reported small. The heavy snow at some points held up hauling for weeks at a time, and, unfortunately, quite a quantity of logs and bolts are left in the woods for summer trucking. This will have the effect of making prices much higher for staves and hoops than a year ago, but will not affect heading to any extent, as bolts could be hauled when logs could not, and there is a good deal of old stock on hand.

The usual spring demand is opening up, and dry staves are at a little premium, especially No. 1 stock. Good No. 2 30" staves have also advanced, and are scarce. Hoops are in better demand with light stocks at the mills, but new hoops are coming on the market.

Heading is slow and prices are unsatisfactory to the manufacturer, but it will not take very long, with a normal demand, to clean up last year's boards, then prices should stiffen.

Manufacturers are putting more and more of their logs into lumber, as prices for lumber are far better proportionately than for cooperage stock.

Orchardists report that sprayed orchards promise an abundant crop of apples if all goes well during the blooming season and pollenization is not interfered with.

DEMAND FOR FRUIT PACKAGES

The lumber division, Department of Commerce, announces that during the last few months it has received a number of valuable inquiries from southern Europe, South Africa and other fruit producing regions of the world for large quantities of fruit packages. Upon investigation it was found that there are no export sales organizations composed of fruit package manufacturers in this country. "There seems to be a wide field for an organization of this kind," says the lumber division. "The lumber division will be glad to assist in the establishment of such organizations. It has ample information in regard to the requirements of fruit packages in various parts of the world."

MARKET FOR STANDARDIZED FRUIT CONTAINERS IN CHILE

Writing recently from Valparaiso, Consul G. A. Markinson says:

"The fruit industry is steadily expanding, and it would seem that eventually the shooks requirements will be quite important. In the past nearly all the output has gone into domestic consumption, but considerable interest is now being manifested in the American market. Should this trade develop as favorably as is predicted in some quarters, it may provide a worthwhile market for standardized American fruit containers, since the duty levied in Chile would be balanced by the drawback to which they would be entitled when shipped back to the United States. The prospects for American mills to secure any considerable share of the Chilean trade for other than fruit shooks are not particularly encouraging."

PRELIMINARY REPORT OF THE PRODUCTION OF COOPERAGE STOCK FOR 1921

The Department of Commerce announces that according to preliminary statistics compiled by the Bureau of the Census, acting in co-operation with the Forest Service, United States Department of Agriculture, the total quantity of tight staves produced during 1921 in the United States was 255,047,000 pieces, and the production of tight heading, 20,506,000 sets. This is a decrease of 27.9 per cent. in the production of tight staves and 15.5 per cent. in the production of tight heading, compared with the output for 1919. The quantity of slack staves produced during 1921 was 893,621,000 pieces, slack heading 66,747,000 sets, and hoops 137,380,000 pieces, the decrease in the output of slack staves being 20.3 per cent., in heading 23.6 per cent., and in hoops 2.4 per cent, compared with the production reported for 1919.

The principal species used in the manufacture of tight cooperage stock are white and red oak and, in 1921, 50.3 per cent. of the total production of tight staves and 52.5 per cent. of the total production of tight heading were from these woods. Among the most important woods contributing to the output of slack staves and heading were red gum, pine, ash, elm and tupelo, and more than 97 per cent. of the wooden hoops were produced from elm.

The figures for 1921 are preliminary and subject to change if necessary.

Comparative statement follows:

Manufacture of Cooperage Stock—1921, 1919 and 1909

Class	1921	1919	1909
TIGHT STOCK:			
Staves (1,000 pieces)	255,047	353,825	379,231
Sawed	252,533	348,812	341,259
Hewed	453	3,269	6,321
Bucked	669	1,193	15,104
Beer and ale	1,392	551	16,547
Heading (1,000 sets)	20,506	24,274	20,691
Sawed	20,454	24,265	19,736
Beer and ale	12	9	955
SLACK STOCK:			
Staves (1,000 pieces)	893,621	1,121,324	2,029,548
Heading (1,000 sets)	66,747	87,381	140,234
Hoops (1,000 pieces)	137,330	140,772	375,793

R. G. PHILLIPS DISCUSSES ILLEGALITY OF PACKAGES

In a circular letter to his organization, under date of March 9th, Secretary R. G. Phillips, of the International Apple Shippers' Association, says concerning illegality of packages:

"Owing to the divergence of State standardization laws considerable doubt and uncertainty exists in the minds of many of our members as to the status of a package legal in the State from which it is shipped, but contrary to the laws of the State to which it is shipped for distribution.

"1. The power or control over interstate commerce was delegated by the Constitution to the Federal government.

"2. The courts have held that a State under its police powers can not prevent the entry of goods within its boundaries when shipped in the original packages legal at point of origin, such shipments being interstate and under the jurisdiction of the national government. The right to bring them into a State carries with it the right to the original receiver or importer to sell them in the original importers' packages.

"But after the goods have been sold by the original receiver or importer and the shipment has been broken up and commingled with the goods of the State so as to become a part of the goods of the State, they become subject to the State laws.

"In other words, if a package is legal in the State where it originates, it is legal in the hands of the first or original receiver or importer in a State where it is otherwise illegal. After he has sold those packages, however, and the goods pass into other hands and become commingled with the goods of the State, the State law attaches and the parties handling them can be proceeded against in such ways and under such penalties as the State law prescribes.

"Parties will do well to bear the law in mind in connection with any or all packages illegal in their respective States."

GAS FROM MILL WASTE

A Swedish sawmill operator recently gave in Washington an interesting lecture accompanied by moving pictures showing his plant. Particular stress was laid upon the utilization of wood waste. It was of special interest to notice that the power for the plant was generated by gas obtained from wood waste.

In this manner the mill was able to save 75 per cent. of the fuel ordinarily used when the sawdust and chips were fed directly under the boiler. Besides this saving in waste the company obtained valuable by-products, such as acids, wood alcohol, tar, etc.

Although this process of producing gas from sawmill waste in known and in use in this country, it is by no means a general practice and in cases where the market can be developed for sawmill waste, and particularly in cases where sawmills are operated in connection with pulp mills, it would seem that this process should command the attention of our saw and other mill operators.

TWO HUNDRED BARRELS OF OYSTERS TAKEN FROM BOTTOM OF BOAT

When the S. S. Durango was recently hauled out on the ways of the Alabama Dry Dock & Shipbuilding Company, Mobile, Ala., it was found that crustaceans and marine growth covered everything to the water line. The bottom and sides of the vessel looked like an exposed oyster reef, 200 barrels of oysters being taken off. Some of the oysters were four inches long. The vessel, an oil freighter, had been laid up in the salt water harbor at Mobile for some time and was towed here for a general overhauling.

INCREASE CAPITAL STOCK

The Montgomery Stave & Cooperage Company, Montgomery, Ala., has filed an amendment to its charter showing an increase in capital stock from $25,000 to $50,000. The company is materially expanding its operations.

AMERICAN STAVE BOLTS GO TO ARGENTINE

The Petty Stave & Lumber Company recently shipped a carload of stave bolts from their plant at Gibsland, La., to New Orleans where they were loaded aboard vessels for shipment to Buenos Aires, Argentine Republic. This is the first shipment by that company of stave bolts to South America.

WILL BUILD NEW STAVE PLANT

The Parker Stave & Tie Company has purchased a large timber tract near Dickson, Tenn., and has started the building of a stave plant to convert the timber into staves. Timber not suitable for staves will be made into ties.

WANTS IN COOPERAGE LINES

Hershey Chocolate Co., Hershey, Pa., are in the market for candy pails. Quotations solicited.

C. A. Sprinkel & Son, Harrisonburg, Va., is in the market for barrelettes and wishes to hear from manufacturers of same with quotations.

The Wellman Chemical Co., 165 Broadway, New York, is in the market for quotations on 500 or 1,000 new or second-hand barrels for industrial alcohol.

Palmer Lime & Cement Co., 103 Park Avenue, New York, is in the market to consider quotations on 15" hardwood staves and 17⅛" pine heading for lime barrels.

Lee Wilson, Olney, Ill., is in the market for millrun 28½"gum staves and No. 2 30" gum staves or any other kind of timber. Also 17⅛, 19⅛ and 20½-inch millrun pine and gum heading.

United States Cooperage Co., 3103-07 Gray's Ferry Avenue, Philadelphia, Pa., is always in the market for No. 1 millrun and No. 2 30" gum staves; No. 1 millrun and No. 2 19⅛" gum heading as well as millrun 19⅛" pine heading.

American Cooperage Co., Inc., 235 Russell Street, Brooklyn, N. Y., is in the market for second-hand charred pickle, vinegar and cider barrels. Also second-hand oil, tar, pitch and glucose barrels. State kind, quantity and price in first letter.

B. Weissman, Braddock, Pa., is in the market for a car of red oak oil heading, 20½", and a car of whisky or wine millrun 19⅛" pine heading. Also five to ten thousand 5 to 30 gallon kegs. Quotation f. o. b. Braddock, Pa. Prompt shipment required and terms cash.

The Nelson Manufacturing Co., East Swanzey, N. H., is in the market for soft-wood staves 7½, 8½, 10½ and 12½ inches long, each stave to be from 2 to 5 inches wide, ⅞ to 5/8 inch thick. They also wish samples of the wood and information as to point of shipment so that they may secure fair freight rate on the staves by the carload.

SPAIN WILL NOW NEED WINE BARREL STOCK

Writing recently from Madrid, Spain, Commercial Attaché Charles H. Cunningham says:

"The signing of commercial treaties with France, Norway and Great Britain has caused a movement of Spanish wines to those countries, and old stocks of barrels and staves have been cleaned up. New orders for cooperage stock may therefore be expected. Italy will undoubtedly receive considerable orders for chestnut staves, but the bulk of this business will naturally go to the United States.

"The stave market showed an export of 1,285,721 pieces from the United States to Spain in 1922, against 1,282,064 pieces in 1921. A great increase will undoubtedly be shown in the 1923 importation of American lumber into Spain, provided our exporters are alive to the opportunities in this profitable field."

CONVERTS LUMBER FACTORY INTO STAVE PLANT

Ora Walbert, who recently purchased the plant of the Arkansas Hardwood Company, at Newport, Ark., has changed the name to that of the Walbert Stave Company and has converted it into a stave manufacturing operation exclusively. The plant has a capacity of 10,000 staves daily.

HAS MODERN COOPERAGE PLANT

One of the most up-to-date cooperage plants in the South is that of The Southern Oil Company, at Savannah, Ga. The company is able to fill orders promptly and make speedy deliveries because of its large output and its convenient facilities for shipping. The plant capacity is 2,000 packages daily, from 5 to 55 gallons, in gum and oak and for all kinds of products. Two lines of steamers ply between Savannah and points east—the Merchants and Miners, to Baltimore and Philadelphia, and the Ocean Steamship Company to New York and Boston. Mr. E. G. Schroeder, manager, advises that the water route is quicker than shipment by rail.

WILL MAKE SAW MILL MACHINERY

With $40,000 capitalization the Ouachita Iron Works, Shreveport, La., have been organized at Monroe, La., to manufacture various products, including saw mill machinery. W. M. Anthony is president.

Railway Rates in Their Relation to Distribution Will Be One of the Important Subjects Discussed at the Annual Meeting of U. S. Chamber of Commerce

"Transportation in All Its Phases in the United States," and "Europe and Europe's Affairs," will be the two major topics considered at the eleventh annual meeting of the Chamber of Commerce of the United States, in New York, May 7th to 10th.

The convention will be one of the largest ever held by the Chamber. Representative business organizations in every State in the Union have been asked to send delegates, and an attendance of from 4,000 to 5,000 business men is looked for.

Transportation Keynote of Meeting

Transportation will be the keynote of the meeting as it is the keynote of virtually every business discussion over the country these days. Already the National Chamber is engaged on a comprehensive study of the whole problem from every point of view, hoping to aid in the ultimate formulation of a national transportation policy. That study, however, has been intrusted to a Transportation Conference created by the National Chamber and its conclusions will not be available for months in all probability. Special committees of the conference, dealing with specific divisions of the general question, will be in session at the time of the annual meeting and the discussion of transportation subjects at the big meeting in New York naturally divides itself into lines similar to the committee work of the conference.

Representatives of railroads, shipping interests, producers, the motor industry, waterway operators and the public are included in the conference make-up and also will be heard before the annual meeting. The aspects they will discuss at the meeting include governmental relations to transportation, railroad consolidations, rate schedule readjustments, co-ordination of motor transport and waterway carriers.

Into the European division of the annual meeting program fall such questions as reparations, war debts, currency depreciation and others which recent developments in France and Germany have made of outstanding importance to American business interests. President Julius H. Barnes, of the National Chamber and about a hundred American delegates are now abroad to attend the second meeting of the International Chamber of Commerce in Rome. They will return in time for the National Chamber meeting in New York, however, and bring first-hand impressions of the European situation to their colleagues.

American Business Genius Can Solve This Problem

Elliot H. Goodwin, resident vice-president of the National Chamber, pointed out today that the transportation problem was a purely domestic question which "can and must be solved by American business genius." "The annual meeting will provide," he said, "a far-reaching review of transportation needs.

"No factor in our national life is so universal in its application as the need of adequate means of transporting our goods," Mr. Goodwin said. "Business prosperity—and that means our greatness as a nation—depends on finding the right way to deal with our carriers by rail or water or highway. Concern in this regard is manifest in every department of our national life, in farming, mining, manufacturing, distribution, and nowhere more than among railroad executives.

Need for National Transportation Policy

"There is necessity for adoption of a national transportation policy. Our tonnage is growing; railroad ton-miles have almost trebled in twenty years. What will they be in another twenty?

"Men of the business world feel that there must be a way to harmonize operations of trains and trucks and water carriers to make our transportation system capable of any expansion that our commercial growth demands. But involved in such a project is all the question of planning for national treatment of transportation; insurance of protection for the proper public interest in railroads and at the same time restoration of confidence among investors in the railroads and their management; revision of the railroad rate frame work so that traffic will not be stifled, yet providing such revenues as will make the carriers living, expanding industrial entities.

"It is not to be expected that a transportation cure-all can be evolved over night at the coming annual meeting of the National Chamber. It is to be expected, however, that the meeting will foster and stimulate discussion both among business men and the public. Men who are recognized nationally as authorities on transportation will be among the speakers, and the annual meeting, while not attempting itself to offer a transportation solution, well may have an important influence in helping to develop national thought on this vital subject.

"Proposals for solution of the transportation problem have been varied. Some would turn increasingly to motor truck movement of freight, some to waterway developments. All of these proposals are to be presented before the delegates at New York. The annual meeting will serve the purpose of acquainting thousands of delegates with the ebb and flow of national thought on the whole subject. It will be a stepping stone to the day of a national transportation policy, to intelligent consideration of the forthcoming conclusions of the Transportation Conference."

TRUCK AND VESSEL TRAFFIC FACTOR IN CARRIER PROBLEM, SAYS ARCHER WALL DOUGLAS

In a recent public utterance, Archer Wall Douglas, speaking on the railroad problem said:

"We have been solving the railroad problem ever since it became a national one nearly two generations ago, and we are still in the throes of that solution, with no great progress to report at present as to some of the essential factors involved. We will never solve it to our satisfaction, because of its inherent and fundamental difficulties. One of them is rate-making, encumbered with all manner of local and country-wide complications, subject to every form and species of competition and made more difficult by the natural but embarrassing desire of other industries to use the railroads for their own advancement.

"There is the modern thought which believes that the chief end and aim of railroads is to serve the public, and sometimes this same thought fails to take into account that the laborer is worthy of his hire. We also expect the roads to make good, but deny them the power to make their own price on the only thing they have to sell—service—or to control their expenses in the form of the wages they pay. We have imposed these conditions because of certain actions in the past for which we hold the railroads responsible.

"The real problem is as to whether they can successfully run their business under such conditions. The answer so far is that some of them do and some do not, and the difference between success and failure seems to be largely a matter of management, just as it is in most commercial organizations.

"Which brings up the further question that there are some railroads that have no real reason for their existence other than that they represent the investment of a good deal of money, so that they are not allowed to die, as would a superfluity in the commercial world that could not pay its creditors and which would be put into bankruptcy and liquidated and got out of the way.

"The latest solution of this difficulty is to have some great trunk line take over these derelicts, which, however, does not always dispose of the question of a useless and expensive entity. We have got this far along the road, however, that we are well satisfied that government ownership is not the solution.

"The greatest progress we have made in any particular is the general attitude of mind of the many to whom the railroads are merely a concrete business proposition—very puzzling, very essential and to be judged from the many angles—that the subject presents a strictly business problem. On the whole, there seems little doubt that we are getting from the roads all the service we can expect under the circumstances and under the handicaps they labor under. They are helping solve the problems themselves by the very fact of rendering such service.

"There are other factors, over which they have no control, which are operating in the same direction. For most of our economic problems solve themselves after a most unexpected fashion. The motor truck, in freight, and the automobile, in passenger traffic, are making for themselves a place in short hauls that must more and more trench upon the railroad's place in such traffic. It is not, in the matter of freight, a question of transportation in short hauls with the railroads so much as of expensive terminals where the handling of freight can never hope to compete with the store-door receipts and store-door deliveries of the motor truck within a certain limited distance.

"If this competition takes such business away from the railroads it likewise simplifies for them the problems which remain as to long hauls. In the latter they must expect increasing competition from water routes whose development has just begun. Here, again, the railroads have a competition which in certain bulky commodities they will be unable to meet in rates, and must trust to quicker deliveries for such share of this business as falls to their lot.

"The sum of such competition, both in short and long hauls, is the only hope of the country for adequate transportation for the growing business of the country. For there is no reasonable expectation that the railroads can in the next few years find either money or time to so increase their facilities as to handle this increase of traffic with either dispatch or efficiency."

SPECULATION AND THE SUGAR MARKET

B. C. Forbes let in some light upon the increased cost of sugar through a very direct dependable channel when he quoted Claus A. Spreckles, chairman of the Federal Sugar Refining Company, in a recent article. Prefixing his report to his interview with Mr. Spreckles, Mr. Forbes says:

"Well, how do you like ten-cent sugar? Tiffany can charge $5,000 for a ring and nobody need worry. The public does not care whether the automobile people charge $15,000 or $20,000 for one of their cars. Resorts can charge a king's ransom for hotel accommodations without insuring any popular resentment.

"But when it comes to sugar, every housewife and every bread-winner in the land is affected and is, therefore, interested.

"Did you notice that the British Parliament, for the first time in its long history, has been obliged to discuss a motion, proposed by a member, that the present form of government there be done away with and socialism established?

"The price you and I are now being compelled to pay is not warranted by conditions. It has been engineered by speculators.

"Listen to a man who has spent his whole life in the sugar business, Claus A. Spreckles, chairman of the Federal Sugar Refining Company. Here is what I obtained from him yesterday:

"'The sugar industry can not justify to the consumer the present price of sugar. It can explain; it can not excuse.

"'The speculation and the cause of the rise are facts, but not justifiable ones. The Department of Commerce's statement, which because of its wording was naturally interpreted to predict a shortage of 765,000 tons of sugar this year, came at exactly the wrong time for the consumer and for the industry. The department's figures are open to serious question by those men in the sugar industry who are in a better position to know the vital statistics of the industry.

"'There will not be a shortage this year.

"'On the contrary, if the industry allows the present speculation to continue, there will be a substantial hold-over at the end of the year.

"'The short-sighted think they are increasing the consumption of sugar, but they are not; they are merely pulling the seasonal peak forward, and when they come to the season of expected high demand they will find themselves in a slump. The laws of supply and demand can not be violated in this way.

"'You can hasten distribution, but you can not increase consumption by increasing prices.

"'Once the public discovers that the sugar industry is dominated by speculators at one time, it will be impossible to justify any sugar price at any time, whatever the conditions.

"'An unbiased government investigation of the present rise in prices is necessary and should be demanded by the people, so that those factors in the industry that have not been responsible should not be branded along with those who were.'"

WHITE AND RED OAK WINE STAVES GOING TO ARGENTINE IN QUANTITIES

Touching cooperage in his recent report from Buenos Aires, Argentine, assistant trade commissioner Clarence C. Brooks says:

"White and red oak staves for wine casks and barrels are arriving from the United States in large quantities, orders for this material having been placed three and four months ago. A large wine consumption is anticipated, but the stock on hand and to arrive will suffice to keep buyers out of the market until June or July."

SELLS INTEREST IN COOPERAGE PLANT

Fred Volteman, cooperage stock manufacturer of Brownsville, Tenn., has sold his interest in their Canton, Miss., plant to his partner, Mr. Jones, who will operate the Canton plant under the name of Jones & Co. Mr. Volteman's cooperage interests are still many, so that the disposal of his Canton connections will not remove him from the midst of his many friends throughout the cooperage trade.

THE NATIONAL MANUFACTURING COMPANY of Detroit, Michigan, specializes in Apple Barrel Stock at this season of the year. Their traveling representatives will call upon request. If you do not know their stock and service ask any consumer who has been in the business since 1897.

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FRED T. MEARS, District Representative, Onancock, Va.
F. F. KESSEL, General Traveling Representative.
A. W. HIGGS, Eastern Traveling Representative.

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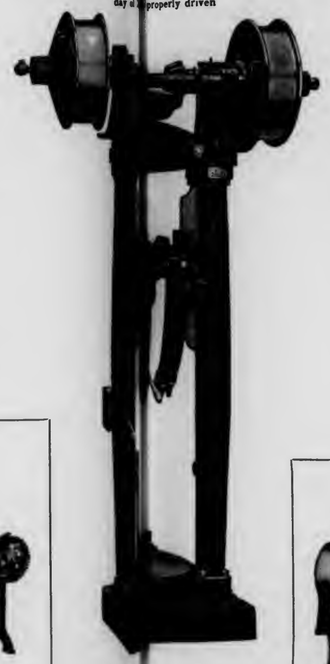

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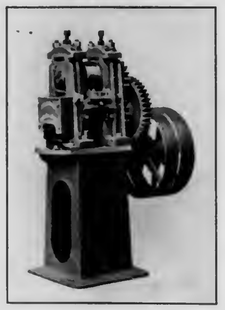

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NEW YORK APPLE GROWERS INTERESTED IN BARREL PRICES FOR 1923

On the Eastern meeting of the New York State Horticultural Society, Mr. Hughes reports as follows:

"The Eastern meeting of the New York State Horticultural Society was held in Poughkeepsie, N. Y., February 21st to 23d. Lectures and discussions were held in Vassar Institute during the three days' sessions. Commercial exhibits and apples were displayed on two floors of the Armory. Exhibits of farm equipment embraced every requirement of the fruit industry.

"The faculty of New York State College at Ithaca (Cornell University) and officials of the New York Agricultural Experiment Station, Geneva, N. Y., were in attendance with students, and showed particular interest in the many and varied farm equipment exhibits.

"Growers to the number of 350 attended the meeting. The membership of this society in the eastern part of the State all operate in the highly prolific fruit belt of the Hudson Valley.

"Our Trade Extension Department had a full line of fruit, vegetable and chemical barrels furnished by one of our members. This exhibit was donated to the experiment station after the close of the show by direction of the donor.

"A very excellent opportunity to meet and confer with fruit growers in this section was at hand and diligently executed. Interest in barrel prices for 1923 was general. Several large growers have already contracted for coming season. The Fi-Bo-Box and basket people were active for patronage. Hampers are used to some extent in this section.

"The Horticultural Society voted to have an apple exhibit of great magnitude at Grand Central Palace, New York City, next September, to be known as the Eastern States Apple and Fruit Exposition, which promises to outshine any previous attempt of this character ever held in this country. Our slack cooperage group have already been invited to co-operate. The names of nineteen concerns who are new in the market for cooperage were obtained at the meeting."

A. C. HUGHES ON HAND AT MEETING OF MISSOURI EGG AND POULTRY ASSOCIATION

Reporting on the meeting of the Missouri Egg and Poultry Association, held in St. Louis, Mo., March 5th and 6th, Mr. Hughes says:

"With a record attendance, the spring meeting of the Missouri Egg and Poultry Shippers' Association convened at the Statler Hotel, St. Louis, March 5th-6th. Poultry, egg and creamery producers, jobbers and commission merchants were present from all sections of the country to the number of 800.

"The formal sessions of the convention were limited to one meeting on the 5th. The program included two days for exhibitions of farm equipment, displayed on the 17th floor of the hotel, which included a full line of modern implements, devices and necessaries used in the poultry, butter and egg industry.

"Our Trade Extension Department had space reserved, and on display an exhibit of poultry barrels, tongued and grooved powdered milk barrels and butter tubs, which were viewed by those interested and generally commended.

"Literature was distributed and interviews held with cooperage users on live subjects of the trade, especially upon packing and marketing poultry in kegs and barrels in preference to other containers.

"Addresses were made by the State Bureau of Markets Commissioner, the State Pure Food and Drug Commissioner, together with several officers of the National Butter, Egg and Poultry Association.

"Our attendance was timely because of preparatory activities now under way for spring poultry shipments. The names of fourteen firms who are in the market for cooperage were secured at this meeting."

"BARREL DAY" ADDRESS WINS APPROVAL

An invitation was extended A. C. Hughes by a member of the slack group to participate and deliver an address at the celebration of "Barrel Day," by the Kiwanis Club, at Wheeling, W. Va., March 15th. Reporting on the meeting, Mr. Hughes says:

"In view of the importance of our co-operation in such a new and novel method of boosting the wooden barrel in a large cooperage consuming center, the invitation was accepted, and while en route to points in the adjacent territory on an investigation mission concerning increased cooperage patronage in the candy industry, I stopped over at Wheeling, W. Va., and delivered the principal address at a mid-day dinner, held under the auspices of the Kiwanis Club of that city.

"About 178 Kiwanians attended—several being large users of cooperage. The feature of the dinner was the installation of a cooper's work bench in full view of the audience. A barrel was made by a practical cooper with explanatory address delivered by an official of the local cooperage concern during the barrel-making operation.

"Plenty of interest in the cooperage industry was manifest. My address was cordially received, and our industry thanked for the instructive features contributed to make "Barrel Day" in Wheeling one long to be remembered. Address as delivered was as follows:

Mr. Hughes's Address Delivered Before the Kiwanis Club

In accepting at short notice an invitation to speak before this body, I am presenting the views not of one actually engaged in barrel manufacture, but of an interpreter and observer, who has spent many years in close connection with the cooperage industry.

The art of barrel making and rounded vessels, the sides of which are composed of staves, dates back so far in history that the name of the first genius who jointed, raised, headed, hooped and finished a barrel is lost in antiquity. Pliny, the elder—author of the Naturalis Historia—was the son of a Roman, and ascribes its invention to the inhabitants of the Alpine valleys. We are told Diogenes—the great philosopher—made a tub with staves and lived in it. In the old tales of travelers we read of the wonders of storage cellars in the historic countries of France, England, Italy, Germany and other European countries and the "rest" casks stored therein "whose staves formed tight joints with its neighbors" with a dependability to keep intact that for which they were intended.

As in those days, so is the technology of cooperage in our day. The construction of the wooden barrel is worked out, not by accidental methods, but along scientific lines. The principle of the "arch," or jointed stave, accurately "listed" to conform to any given circle, is the first fundamental in barrel construction. As each stave rests in its set position, and all are bound together by external hoop pressure, the entire assembly of staves and heads becomes a compact whole, each stave forming an acute triangle within the head circle, which automatically transmits any external impact or shock throughout every unit of material; the resilience of the barrel thus afforded modifies the force of such impact. This principle of barrel construction imparts a degree of strength not possible in any other form of container.

There are two main points which I wish to bring out in my discourse about the wooden barrel. Numerous others could be given, but these are the most salient because they affect, first, the safety of merchandise in transit; secondly, public health.

What does it profit a man's business, a company, or industry, if all that is saved by economical production is subsequently lost by being broken and damaged in transit or storehouses by the use of flimsy makeshift containers?

What does it profit a food manufacturing company, even if its reputation for scrupulous cleanliness and sanitation is of the best, if its product is packed in containers that are sieve-like in texture, or of such material as to invite contamination from rodents in warehouses, odors in freight cars, and contact with habits of animals before such food products reach the tables of the American people?

Food and commodity packing and handling is one of the vital issues that must be worked out in the broad study of distribution that confronts the economic condition of our country today. Dependable, sanitary methods of delivering food products to the consumer must be followed if more goods are to be moved more economically. Fortunately, the problem of distribution is receiving more attention than formerly. Far-seeing manufacturers who have hitherto busied themselves over reducing production costs a fraction of a penny, are beginning to see that the cost of waste and damaged products occurring in transit, due to unreliable containers, must be considered in operating costs and economies just as much as the study of patronage.

The notable increase of economic co-operation existing among business men of our day through trade associations, brings a new respect for industries that have gone through the stage of developing production, of finding ways to produce effectively and economically. It has been a tremendous job for the barrel makers of our country to work out such a system before the time came when their products could be adequately marketed to industry. The cooperage industry is one of great fluctuations in the volume of business. Slack periods must be bridged if the industry is to continue, which, of course, it must. The danger is even more vital to users of cooperage than to cooperage manufacturers. The users who make it difficult to make a price that will maintain the industry as it should be, are depriving themselves of profits which come from having their goods packed in dependable, sanitary containers. The cooperage industry is the servant of all other industries and is peculiarly dependent on the patronage and prosperity of business in general.

When we consider that about two-thirds of the necessaries of life are shipped in wood barrels, it will be agreed that the cooperage industry has striven to reach the pinnacle of practical endeavor to serve mankind. The responsibility of production, however, can not cease here. The issuance of a diploma does not support the graduating student during the rest of his natural life. Enterprising container users should look into the use of wooden barrels on their merits and not permit cost alone to be the deciding factor. Too frequently the wooden barrel is estimated only on the basis of balancing high first costs. An exact estimate of dependability and economy can better be obtained by considering all the hazards of transit and sanitary delivery in a field which is best patronized by a discriminating public. You can't beat a sales plan that has to do with the study of the buying habits of prospective buyers. Their peculiarities are worthy of consideration, not only from a service point of view, but from a business point as well.

Exporters who maintain that proper packing is the best means of reducing pilferage are making a thorough study of preventative methods to eliminate losses from this source. In England last year influence was placed behind a movement by appointing a committee, composed of experts attached to the Department of Commerce. A selection of packages, specially protected to withstand the attacks of pilferers and designed to show immediately the traces of any attempt to open them, was tested. The experts decided that the strength and utility of the wooden barrel, due to its mechanical construction, placed it in the forefront of pilfer-proof commodity containers. Furthermore, the committee found that this form of packages supported the weight of piled-up freight in holds of vessels, whose height averaged twenty feet with no indication of collapse under a strain which the framework of a barrel is constructed to bear.

In selecting industrial equipment for a plant, a knowledge of the possible utility of the product should be: What the equipment is; its purpose or field of application; its advantages in volume handled; its weight and space requirements; its portability; its possibilities of endurance; its special features of merit.

The chief characteristics of the barrel which make it a superior and desirable container are embraced in all these descriptions—strength, the engineering principles applied in construction—stability, it absolutely insures the delivery of its content safely and undisturbed—relation of content capacity to weight of container—it is positively the only container made that will carry a content weight twenty-five times greater than its own weight. Economy in handling—it is easily handled by one man because of the peculiar lines upon which it is constructed and which permit of it being rolled, thus eliminating the use of trucks, cranes, etc. Cost—considering content capacity, re-use value, and general characteristics its cost is generally lower than that of other containers.

The cooperage industry is realizing more and more the necessity of judicious publicity in order that commodity and food producing industries and the general public may be correctly informed on container problems. It is in this service depends the prosperity of the industry. Millions of dollars are invested in cooperage plants, many thousands of skilled, high-class workmen, whose services are effective in producing a high grade of goods, are employed; quality and service are the watchwords coupled with a keen desire to increase that intangible asset to all business—Good Will.

EIGHTH ANNUAL CONVENTION

Jefferson Hotel, St. Louis, Mo.
MAY 8TH AND 9TH

Secretary Hirt has announced the Eighth Annual Convention of The Associated Cooperage Industries of America to be held at the Jefferson Hotel, St. Louis, Mo., May 8th and 9th. Executive Committee Meeting, May 7th.

PLAN NOW TO BE ON HAND

Special Committee of U. S. Chamber of Commerce Presents Report Containing Recommendations On Activities of Trade Association

Trade associations are the subject of a referendum recently submitted by the Chamber of Commerce of the United States to its membership. Organizations representing practically all industries and branches of commerce form an important part of the Chamber's membership.

The activities of trade associations have been carefully gone into by a special committee appointed by the Chamber a year ago. This committee has now presented a report containing recommendations. The report and its recommendations are the basis for the propositions submitted to a referendum vote. The propositions, upon which the Chamber's membership will vote "yes" or "no," are:

"Because of numerous useful and important functions of obvious propriety trade associations should exist for each important branch of industry and commerce.

"A trade association should have such a membership that it can be representative of the industry in connection with problems affecting the general advance of the industry.

"A trade association should be prepared to consider all problems affecting the general advance of its industry or branch of commerce.

"Trade associations should continue free from special forms of government control.

"Statistics of capacity, production, stocks and sales should be collected by a trade association for its industry or branch of commerce.

"Statistics of actual prices in closed transactions should be collected by a trade association for its industry or branch of commerce.

"Any interpretation of statistics or other comment which could induce or facilitate concerted action on the part of members should be omitted by a trade association.

"Statistics of capacity production, stocks, sales and prices a trade association should make as available to the public and to government agencies interested in following the course of industry and commerce as to members."

It is pointed out in the committee's report that "there is a long list of functions which trade associations perform in the interest of their members and of the community at large. These functions are illustrated by the standardizing and safeguarding of the quality of goods, the reducing of waste in manufacture and distribution, the promotion of trade, both domestic and foreign, and the upbuilding in scores of other ways of industry and commerce. That such functions are beneficial alike to the public and to individual enterprises can admit of no question.

"The performance of functions of this nature typifies trade associations and marks them off from other forms of united endeavor in commercial or other fields which are not before the committee. Activities are not uniform with all trade associations. The great diversity of problems before the numerous branches of a highly complex industrial and commercial structure causes an equal diversity in activities undertaken by organizations representing these different fields. One association may be spending large sums of money in China in an effort through education to improve the quality of the raw material upon which all of its members depend. Another may be devoting equal effort to scientific tests of the durability of the product its members produce. A third may be seeking to prevent losses through frauds which only as a result of association activity can be brought to light and placed before public authorities.

"Whatever the form activities may take, however, a trade association is distinguished from other organizations by the extent of its representation of its field and by its purposes. A trade association may be defined as an association formed in a field of industry or commerce with a membership so representative that all problems pertaining to this field can be adequately presented for common consideration and solution and with the purpose of developing this field so as to have the enterprises in it conducted with the greatest economy and efficiency. Other organizations with a membership which is less representative and other organizations with their attention limited to a portion of the problems in a field may be highly meritorious, but they would not be properly described as trade associations and should use titles and other descriptions which will accurately indicate their character.

"The title of trade association should be kept for use by those organizations which are sufficiently representative of an important branch of industry or commerce to speak for it with authority and which undertake to consider all questions of general application to the industry.

"In the United States membership in a trade association is voluntary. It has its basis in the willingness of individual enterprises to join with their competitors in dealing with problems which do not grow out of their relations to one another as competitors, and which affect the general advancement of the industry or branch of business. If errors are made through inclusion in an association's activities of matters bearing upon competition among the members and there is violation of statutes dealing with competition there is, of course, liability under these statutes exactly as there would be liability if the association committed legal wrong in any other direction, such as concerted action in violation of legislation imposing taxes. The possibility that a trade association may err by violating a statute no more justifies any attempt on the part of governmental authority to control trade associations in all of their activities than the possibility of illegal acts on the part of individuals warrants like supervision over all their actions. Such supervision would inevitably restrict the freedom of action of trade associations in meeting the problems which they exist to solve. These problems involve activities regarding which no legal question has ever arisen and the solution of which promotes the public interest by aiding economic advancement. The essential quality of a successful trade association is its ability in any contingency, no matter how sudden, to concentrate immediately the most expert thought and the best experience of its industry to devise the measures that are to be taken. For freedom of action in trade associations as in the business enterprise of an individual there can be no substitute.

"As much recent discussion of trade associations has centered around their statistical activities your committee calls attention to some fundamental principles. The business enterprises which take a raw material of limited or no direct utility in its original state, turn it into commodities of high utility and place them where they meet the needs, the comforts and the luxuries of the purchasing public, or the market, are creators of economic wealth and upon their success depends the welfare of the community. Each separate enterprise, when equipped with the knowledge, skill and resources to make what the market will buy, must answer three questions before it can participate in this creation of economic wealth. They are:

"What does it cost to produce the commodity?

"What is the extent of the demand?

"What price will be obtained?

"Unless these questions are clearly answered, no enterprise is warranted in beginning operation or in hoping to serve the community in a steady and beneficial way. Without definite answers, there can only follow in time bankruptcy on the part of the enterprise and industrial confusion and loss for the community. If the economic welfare of the community as a whole is to be maintained, if labor is to be steadily employed, if trade is to go on, if business is to expand, if money is to circulate freely, if the general credit structure is to be maintained, then every business enterprise which has a proper place in the community must have the fullest and most definite information on the subject of production, markets and prices. For the wholesale or retail distributor such information is as important as for the manufacturer or the enterprise which converts the raw material into a form in which it is available for manufacture. It is equally advantageous to the general purchasing public that the business enterprises should have this full and exact information; for the purchasing public is, in one capacity or another, an integral part of the manufacturing and distributing process taken as a whole. In the nature of things, the public can not be divided into one group of producers and distributors and a separate group of consumers.

"The information required may be stated specifically as:

"Quantities on hand,

"Quantities in process,

"Quantities sold, distribution and prices,

"Quantities in unfilled orders.

"That such information is not only desirable but necessary is recognized in the various public exchanges and in the government's crop and mining reports. Statistics from these sources appear daily in the newspapers, because of their general news value, but they do not include data for great fields of business enterprise for which like statistics are equally necessary.

"To supply this defect some trade associations have included in their activities the operation of a department of statistics for the speedy and economic gathering and distributing of information regarding their commodities. The slow, expensive and sometimes questionable methods that individual manufacturers and merchants have employed to obtain vitally-needed information on production, markets and prices are superseded by the open, direct and economically efficient procedure of trade associations. That the courts and investigations made by the Secretary of Commerce have disclosed a small minority of associations which may have misused statistics in carrying out a scheme to restrain trade we believe in no way invalidates or discredits legitimate collection and distribution of trade statistics by associations. On the contrary, your committee is confident that proper statistical activities on the part of trade associations not only run in contravention of laws respecting restraints of trade but actively encourage and develop trade.

"In considering statistical activities of trade associations and the value of statistics to business enterprise and the public, the committee has formulated several rules which are simple in statement and which it submits as recommendations:

"Reports of members to their association should be accurate and sufficiently complete to prevent misconstruction;

"As distributed to the membership, the statistics should not be accompanied with any interpretation or other comment which could induce or facilitate concerted action on the part of members;

"All statistics regarding prices should be confined to closed transactions, and should not refer to pending transactions or future transactions.

"The reasons for these rules are obvious. If members do not make the data they supply accurate, they defeat the purpose of trade statistics, for the figures will mislead as to the facts, instead of stating them. If statistics are properly collected and compiled, they set out the facts upon which each person who uses them can base his judgment as to the business course he should pursue and they thus fulfill the purpose upon which the committee has earlier placed great emphasis. It is no part of the function of a trade association to attempt to obtain concerted action by advising members how to conduct their own businesses. Price statistics for closed transactions show facts; the function of collecting and distributing these is consequently reportorial.

"It has been contended in some quarters that summaries, average prices on typical lines, or figures grouped together according to territorial districts are sufficient. The committee believes, however, that for the use of the members of most trade associations more detailed information is necessary, and can see no objection to the distribution of such information to the members and to the public.

"The statistics which the committee has under consideration present the facts of industry and commerce. Such facts should be made available to the public and to all government agencies which may be interested in following the course of industry and commerce. Your committee therefore recommends that every trade association that collects statistics should, immediately upon issuing the statistics to the membership, furnish them to the public press and to the Department of Commerce, the Federal Trade Commission, the Department of Justice and such other government agencies as may have use for them.

"Summarizing the preceding discussion, the committee believes that trustworthy information concerning capacity, production, stocks, sales and prices is essential to the effective operation of industry and trade under competitive conditions. The voluntary reporting of such information to trade associations and the subsequent publication or dissemination of such information in a manner which makes it available not only to contributors but also to consumers and to the public generally, is beneficial alike to the field of business and the public and does not constitute a restraint of trade."

The members of the committee are: Philip H. Gadsden, formerly president of the American Railway Association, Philadelphia, Pa.; T. S. Adams, economist, New Haven, Conn.; F. R. Babcock, lumber operator and dealer, of Pittsburgh, Pa.; George A. Bass, brick manufacturer, of St. Louis, Mo.; Charles J. Brand, former vice-president and general manager American Farm Growers, Pittsburgh, Pa.; Henry S. Dennison, manufacturer, of Framingham, Mass.; James R. McCall, manufacturer, of Pawtucket, R. I.; J. D. A. Morrow, formerly vice-president National Coal Association, Washington, D. C.; Alfred Reeves, general manager National Automobile Chamber of Commerce, New York, N. Y.; George Rublee, lawyer, Washington, D.

BUFFALO COOPERAGE MARKET

The slack cooperage market has not shown much activity during the past month. The flour mills are doing some business but a large part of it with one or two leading mills is in the export trade and not many barrels are being used in this line. Millers say their trade has not begun to show the increased volume which it usually does about the beginning of the spring season when farmers generally give a little life to things by buying flour in larger quantities.

The tendency of prices in staves and hoops has been downward in most cases though No. 2 stock in staves has had a stronger tone. Heading has had a sharp advance and all kinds are scarce, owing to the fact that the mills are not heavily operating. Inquiries placed with some of them show that they will have nothing to offer for a while and it is stated that they are several weeks behind orders.

The Stock Price Market

Quotations on March 20th were as follows:

No. 1, 30-inch elm staves	$16.50@17.00
No. 2, 30-inch gum staves	13.00@13.50
No. 1, 30-inch gum staves	15.50@16.00
No. 1, 28½-inch elm staves	16.25@16.75
No. 1, 28½-inch gum staves	15.50@16.00
No. 2, 28½-inch gum staves	13.00@13.50
Mill run, 28½-inch gum staves, fruit	12.50@13.00
Six-foot hoops; six-foot-nine hoops	16.50@18.00
No. 1, 19⅛-inch basswood heading	14@15c
No. 1, 19⅛-inch gum heading	14@15c
No. 1, 17⅛-inch basswood heading	13@13½c
No. 1, 17⅛-inch gum heading	13@13½c

Apple Crop All Right to Date

The best thing that can be said about the apple crop and the fruit crop generally is that nobody has yet reported it spoiled by frost. March has been very trying to vegetation generally, but it is not cold weather alone that tells the story. So far there has been no weather warm enough to start the buds, so that the crop can be regarded as safe until there is further development. Last year's crop was good enough and profits were sufficient, it would seem, to warrant farmers in taking care of their trees and doing what they can to produce another crop.

The Price of Flour Barrels

Flour barrels are bringing about 85 cents, which the coopers say is a price that does not afford much profit, even though it may look high as compared with former prices. Stocks are much higher than they used to be, the demand is not large and overhead expenses have increased.

Vinegar Trade Will Be Early Barrel Buyers

Prices on tight barrels have not shown much change recently and are quoted about as follows: Gum, $2.60; red oak, $3; white oak, $3.25. It is reported that heavy sales of barrels at $2.50 to $2.60 have taken place, but sales of barrels at the higer figures have been comparatively small. Buyers have not been willing to pay more than the lowest possible figures. The sales of vinegar for early shipment have been greater this year than a year ago, so that the movement of barrels should start earlier.

Sugar Company Prepares for Its Future Cooperage Needs by Looking to Its Future Timber Supply

Reforestation in New York State, which has been stimulated to a large extent by the activities of the Conservation Commission, has also been helped by the American Sugar Co. The annual report of the company shows that in 1922 it continued its extensive reforesting operation. It has now planted 1,593,417 trees in the Adirondacks and has 1,200,000 trees in the seed beds and transplant beds of its nurseries. The work in undertaken for the future of the company's cooperage business. If other companies had shown similar foresight it would have been a fine thing for the cooperage business and for the protection of much property now annually inundated.

Apropos of Advertising the Wooden Barrel

A Canadian steel barrel plant advertising its product says that among the 87 varieties of these barrels "there is one for every product that can be packed in a barrel." It is a long time since anybody can recall an advertisement of wooden barrels in a Buffalo newspaper, and while the exact number of barrel varieties that local coopers can produce is not exactly known, they no doubt have one, or could produce one, for "every product that can be packed in a barrel," and one that was superior to some kinds that get more publicity. If it pays to advertise steel barrels, wouldn't it pay also to push the wooden barrel in the same way?

SPECIFICATIONS COVERING FRUIT AND VEGETABLE BARRELS

Due to the co-operative efforts of the Standard Container Manufacturers, the Bureau of Farm Economics and the Interstate Commerce Commission, slack barrels for the shipment of fruit and vegetables from points in Florida, Georgia, South Carolina and Virginia have been standardized and specifications covering the stave barrel, open stave barrel and basket barrel now appear in official railroad tariffs. The specifications follow:

Stave Barrel

Dimensions, length of stave 28½ inches, diameter of heads 18⅛ inches, distance between heads 26 inches, circumference of bilge 64 inches outside measurement, and the thickness of staves not greater than 4/10 of an inch; provided that any barrel of a different form having a capacity of 7,056 cubic inches shall be a standard barrel. (U. S. Government Standard, adopted by an act of Sixty-third Congress.)

Top and bottom to be of wood ½ inch thick inserted in a croze not less than 3/16 inch deep and to be reinforced by liners not less than 8 inches long and nailed securely as an additional support. Top and bottom each to be further held in place by eight four-penny common nails driven through the outside hoop and the shell of the barrel into the top and bottom at right angles. Special care being taken to see that the nails do not miss fire but are securely embedded in the wood of top and bottom. Six standard western hoops, two at top, two at bottom and one each on the quarter bilge, each to be securely nailed to barrel by not less than eight cement-coated four-penny nails; or four standard western hoops and two eleven-gauge wire hoops to take the place of the second wooden hoop at top and bottom; or two flat metal hoops of 22-gauge, 1⅝ inches wide, one at top and one at bottom, and two flat metal hoops of 23-gauge, 1⅜ inches wide, one each on the quarter bilge, each to be securely fastened to barrel; or two standard western hoops, one at top and bottom, and four eleven-gauge wire hoops, two to take the place of the second wooden hoop at top and bottom and one each on the quarter bilge, the latter to be securely fastened to the staves with staples of not less than 20-gauge wire. Wood to be of seasoned pine or gum or wood of equal strength, free from injurious knots or decay from exposure to the weather.

If burlap or cloth cover is used in place of wooden tops, it should be placed on top end of the barrels over the second top hoop, which should be of wood in this case covering the entire circumference and the top hoop forced down, confining the edges of the burlap between the two hoops and nailed securely to the barrel around the entire circumference with not less than eight cement-coated four-penny nails.

Open Stave Barrel

Dimensions are the same as the stave barrel, U. S. Government standard. The staves or body (or shell) of the barrel to be not less than 4/16 inch in thickness, slotted at intervals for ventilation, formed into a cylinder and expanded in the center with two hoops on the inside, 1¼ inches wide and 3/16 inch thick either single or double thickness. One hoop at the top 3 inches wide inside of barrel and one western hoop 1 inch wide at the bottom, inside made of hardwood other than gum to support bottom. Six western hoops on the outside, two at bottom, two at top, and one each on the quarter bilge nailed and clinched with either 1-inch nails or No. 18-gauge wire through both inside and outside hoops of barrels and not less than six nails to each stave between the ventilated spaces.

Bottom to be made of either pine or gum ⅜ inch thick, reinforced by cleats ⅜ inch thick not less than 3 inches wide, or one piece in the center not less than 6 inches wide properly nailed and clinched crosswise of the grain. Inside and outside bottom hoops on which bottom rests to be secured with not less than twelve visible nails securely clinched. The bottom to be secured by not less than eight seven-penny nails driven through the outside hoops through the shells of the barrel into the bottom. Special care to be taken to see that the nails are securely bedded in the wooden bottom. Wood to be pine or gum or wood of equal strength, free from injurious knots or decay from exposure to weather.

Basket Barrel

Dimensions are the same as the stave barrel, U. S. Government standard. Staves ⅛ inch thick, crossed diagonally and nailed with not less than four nails in each stave and clinched on the outside of each hoop: bottoms, ⅜ inch thick, reinforced by ⅜ inch cleats not less than 3 inches wide, placed crosswise of the grain securely nailed and clinched, four veneer hoops on the inside and five western hoops on the outside, nailed through the outer and inner hoops and through the diagonal staves and clinched with not less than four 1-inch nails to each stave. Bottom to rest on a substantial hoop nailed on the inside through the shell of the barrel and through the outside hoop and securely clinched. Bottom to be securely nailed by eight cement-coated six-penny nails driven through the outside hoop and the shell of the barrel into the bottom at right angles. Special care being taken to see that the nails do not miss fire but are securely embedded in the wooden bottom. Wood to be either pine or gum or wood of equal strength, free from injurious knots or decay from exposure to weather.

BARREL BUSINESS GROWS

John Wester & Sons, manufacturers of fish and apple barrels at Whitefish Bay, Wis., have recently bought enough stock to turn out five or six thousand apple barrels this year. Last year the Westers sold 2,500 barrels to local buyers and this year expect to double their sales.

PURCHASE NEW HANDLE PLANT

The James L. Stice Handle Manufacturing Company, Fayetteville, Ark., has purchased the plant and business of the William Charlesworth Handle Company. Some plant improvements will be made by the new owners.

The Interstate Cooperage Co., Elizabeth City, N. C., suffered a $50,000 fire loss during March.

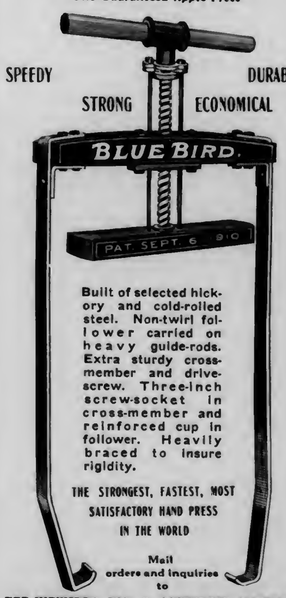
W. W. WILSON

It was with the deepest sense of actual loss that we received announcement of the death of W. W. Wilson, of the W. W. Wilson Stave Co., Little Rock, Ark., which occurred at his home in that city on March 21st. Widely known and highly esteemed throughout the cooperage industry, Mr. Wilson's death will be sincerely mourned by his many friends in the trade.

Mr. Wilson was born at New Concord, Ohio, April 26, 1858, from which place he removed with his parents to Indianapolis, Ind. After several years' connection with the Brinkham Stave Company and the Pekin Cooperage Company at Paragould, Ark., he removed to Little Rock and established the W. W. Wilson Stave Company in 1903. He was president of the company at the time of his death. He is survived by his wife, one daughter, Mrs. Alfred H. Burr; two brothers, W. C. and J. R. Wilson, of Little Rock, Ark., and four sisters, all of Terre Haute, Ind.

"BLUE BIRD"

The Guaranteed Apple Press



Built of selected hickory and cold-rolled steel. Non-twirl follower carried on heavy guide-rods. Extra sturdy cross-member and drive-screw. Three-inch screw-socket in cross-member and reinforced cup in follower. Heavily braced to insure rigidity.

THE STRONGEST, FASTEST, MOST SATISFACTORY HAND PRESS IN THE WORLD

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S. N. NELSON
Manufacturer and Dealer in
Tight Cooperage Stock
Cut-Offs a Specialty
744 Randolph Building, MEMPHIS, TENN.

NORTHWEST LUMBER REGISTER

A complete directory of the lumber industry of the Northwest is now ready for distribution by the Industrial Service Company, Portland, Oregon. It contains over 6,400 names, 2,326 being saw mills, 532 shingle mills, 925 logging operations, 917 planing mills, and over 700 box shooks, cooperage, veneer and sash and door manufacturers. It indicates the type of mill and machinery it is equipped with. The book contains 312 pages and the price of the cloth binding is $2.50; paper cover, $1.85.

A. L. POESSEL & COMPANY
Tight and Slack
Cooperage Stock
Staves-Hoops-Heading
Quotations Cheerfully Made
208 So. La Salle St. :: Chicago, Ill.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

COMPLETE STAVE AND HEADING OUTFITS

Used machinery rebuilt by experts, production guaranteed.

STAVES

Drum saws, 24", 18" and 15" bilge, Gerlach, Whitney.
Planers, Oram, Dreadnaught, Gerlach.
Jointers, Oram, Gerlach, foot power.
Cutters, Greenwood No. 3 and No. 4.
Crozers, Oram, Gerlach, Holmes.
Presses, Wayne, Hoosier.

HEADING

Saws, Noble, Greenwood, Trevor, 48" to 60".
Planers, Trevor, Rochester, 20" and 24".
Turners, Greenwood, Trevor, Gerlach, Oram, Rochester.
Jointers, Greenwood, Trevor, Oram, Rochester.
Presses, Noble, Greenwood.

MISCELLANEOUS

Knife Grinders, Noble, Defiance.
Cooper tools, truss hoops and all kinds of barrel building machinery.

NOBLE MACHINE COMPANY,
Fort Wayne, Ind.

FOR SALE—One complete set of Greenwood Heading Machines, with belting and line shaft and dry kiln; 50 horse power engine and boiler. Will sell complete for $1,500, or will sell without engine and boiler for $1,000.
Also have for sale sawmill for $125.00.
Address "HEADING," care of "The National Coopers' Journal, Philadelphia, Pa.

FOR SALE—

Holmes No. 48 hoop driver.
Brady double-end trusser.
St. Joe Stapling machine.
Toledo hoop welding outfit.
Bliss hoop-forming machine.
60-inch Greenwood heading jointer.
Greenwood power-feed heading jointer.
Greenwood power-feed heading bolter.
Whitney 20-inch stave saw.
Oram double-wheel stave jointer.

All machines guaranteed.
WAYNE MACHINERY COMPANY,
Fort Wayne, Indiana.

FOR SALE
REBUILT STAVE and HEADING MACHINERY
Two Greenwood Heading Turners.
One Heading Sawing Machine.
One No. 4 Stave Cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

FOR SALE.—Stave machinery. Three Gerlach drum saws complete with frames, 6 to 7 inches of steel. One gummer; one double wheel jointer; equalizer and one planer. All in excellent condition. Prices low. Will sell all or part. Address C. L. RANDALL COMPANY, Cheboygan, Michigan.

FOR SALE.—Complete outfit of second-hand machinery for making cylinder-sawed slack staves. The outfit consists of
1 20-inch Whitney cylinder saw.
1 Gerlach wheel jointer.
1 Double length bolt equalizer.
1 Champion sawdust blower.
All necessary line shafting, pulleys and belting.
L. W BREEDEN & CO., Stanardsville, Va.

MACHINERY FOR SALE

FOR SALE—
One "Greenwood" Heading-Turner for circling 12" to 24" heading and one "Perfection" heading-up machine, complete with all parts; in good order. Write STEPHEN JERRY & CO., INC., 272 Huron Street, Brooklyn, N. Y.

FOR SALE—20 x 43 Whitney Stave Sawing Machine complete, practically new. TREXLER COOPERAGE CO., Allentown, Pa.

FOR SALE—One full line of tight cooperage machinery, windlass, leveler, trusser, crozier, heading-up machines, lathes, thin hoop drivers, hoop punching machine, flaring machine, riveter, expander, truss hoops all sizes. All in good condition, used until January of this year. Address "TIGHT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
Address E. HENNING, INC., Borland Bldg., Chicago.

MACHINERY WANTED

WANTED—Machinery to work 30 and 63-pound butter tubs. Also, we want one barrel lathe to lathe packages from 5-gal. kegs to 36-gal. barrels. One planing machine, one combination punch and shearing machine to shear round. One riveting machine, one heading baling press and one stave bundling press. NEPSA COOPERAGE CO., INC., D. W. Supperstein, 1625 West Twelfth Avenue, Denver, Colo.

WANTED.—About 100 dry-kiln trucks, channel iron, roller bearing. State length, diameter of wheels, face of wheels between flanges, etc. Address CHAS. N. BRAUN, Fort Wayne, Indiana.

HELP WANTED

WANTED.—Young man to learn jobbing of slack cooperage stock. Some experience in cooper shop or manufacturing preferred but not required. In answering give complete information regarding experience, education, etc. Address Box M, care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Foreman for slack heading and stave plant. Must have experience in the manufacture of slack heading and staves. In answering give reference as to ability in making such stock. Address "FOREMAN," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Two good, reliable and industrious slack barrel coopers. Steady employment for the right kind of men and at good wages. Apply THE EDWIN BELL COMPANY, 17th Street, South Side, Pittsburgh, Pa.

MISCELLANEOUS

WE are in the market for one trip steel drums in good condition, also cotton-seed oil, and No. 1 Lubs. Quote prices f. o. b. Philadelphia. HUGH O'DONNELL, INC., Meadow and Snyder Avenues, Philadelphia, Pa.

SECOND-HAND BARRELS WANTED

WANTED—Second-hand charred pickles, vinegars and cider barrels; also second-hand oils, tars, pitch and glucose barrels. State kind, quantity and price in first letter.
AMERICAN COOPERAGE CO., INC.,
235 Russell St., Brooklyn, N. Y.

PLANT FOR SALE

FOR SALE—A cooperage plant in one of the best fruit belts in the United States; good for at least 100,000 apple barrels a year in a city of 35,000 population. Plant is located on railroad siding which connects with five different lines over which shipments can be made. Also have retail coal business, connected with cooperage that would be included in sale. Address "APPLE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE.—Slack stave plant located on the White River in Arkansas. For full particulars address "GOOD CHANCE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—MODERN TUB AND PAIL FACTORY

FOR SALE—A modern Tub and Pail Factory situated in Antigo, Wisconsin, a city of 10,000 population, fully equipped for the manufacture of Ice Cream Packing Tubs, Candy Pails, Lard Pails, etc. Timber available for at least thirty years. Due to owner's ill health, the plant is for sale. For further particulars inquire
EDW. P. FAUST, Antigo, Wis.

FOR SALE—TIMBER LAND

FOR SALE—Hardwood timber on 17,000 acres of land from which larger mill logs are being removed. Reasonable arrangements may be made by responsible purchasers. A good proposition for handle or slack barrel factory. Write care P. O. Box 609, Opelousas, La.

STOCK WANTED

WANTED—To hear from manufacturers of black ash hoops. In correspondence state extent of output, etc. Address "S. W. D.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

PLANT WANTED

AN up-to-date butter tub stave and heading mill with capacity of 20,000,000 staves per year. Must be located where a large supply of white ash timber is available.
WISCONSIN BUTTER TUB CO., Marshfield, Wis.

SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and Tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE—We have to offer in carload quantities first-class hardwood syrup barrels, coca-cola barrels and heavy stayed wine barrels. Also first-class vinegar barrels. Make offer, don't ask for prices.
TOLEDO BARREL & BAG COMPANY, Toledo, O.

POSITION WANTED

WANTED—Experienced slack cooperage superintendent would consider changing position to connect with aggressive firm who needs a thoroughly capable man. Address "References," care NATIONAL COOPERS' JOURNAL, Philadelphia.

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PAUL L. DYSART, 1st Vice-President
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3, 5 and 8 Gallons
Hand Made
Brand New
Never Used

Made of the very finest sap clear, White Oak, wine grade staves and heads, oval, galvanized iron hoops, with four legs, brass and wooden handle, brass faucets, non-corrodible metal bung, unparaffined, highly varnished.
The only large lot of U. S. Navy surplus new Kegs on the market today. Suitable for water, cider, home beverages, etc. In fact, **the highest grade Keg for making and storing your own.**
Useful as well as ornamental. **Just the thing for the boat, camp, cellar, dining room or serving counter.**
Prices are one-third cost of manufacture today
Prices greatly reduced on large quantities
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Red Oak, White Oak, Ash PORK STAVES
All kinds of Cut-Offs and all kinds of Hand-made Staves, Slavonian made.
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Shorts 24" to 30" long
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Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths
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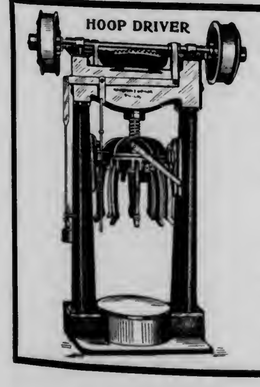

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BUILDERS OF..... Hoop Driving, Barrel Washing and Bung Hole Boring Machines
Special Machines Built to Order
In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.
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WESTMORELAND and JASPER STREETS
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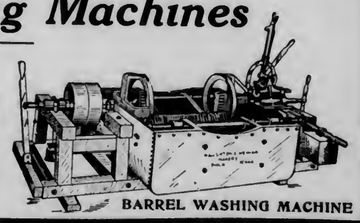

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Manufacturers of and Dealers in all kinds of **Cooperage**
MATCHED STOCK A SPECIALTY
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MILLS, FORDOCHE, LA.

THE HARLAN-MORRIS MFG. CO. JACKSON TENNESSEE
Manufacturers of all Kinds of
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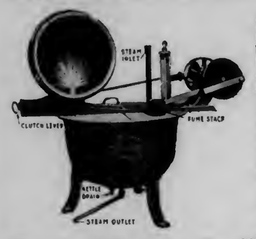

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BARREL ELEVATORS AND CONVEYORS

Page
Hollingshead Co., J. D., Chicago, Ill. 21
Oram Co., The John S., Cleveland, Ohio 14-15

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. 24
Hollingshead Co., J. D., Chicago, Ill. 21
Hynson Company, The, St. Louis, Mo. ..... I. B. C.

BARREL MACHINERY

Grotnes Machine Works, Chas., Chicago, Ill. ..... I. F. C.
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. B. C.
Marten, Grahn & Andersen, San Francisco, Cal. 26
Oram Co., The John S., Cleveland, Ohio 14-15
Rochester Barrel Machine Wks., Rochester, N. Y. ..... Back Cover
Weimar Engineering Works, Philadelphia, Pa. 21

COOPERS' FLAG

Casey & Sons, P. L., Seneca Falls, N. Y. 23
Colwell Cooperage Co., New York, N. Y. 24
Frantz, J. C., Seneca Falls, N. Y. 22
Henning, Inc., E., Chicago, Ill. 16
Hollingshead Co., J. D., Chicago, Ill. 21
Traver, R. E., Montezuma, N. Y. 22

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y. 24
Hollingshead Co., J. D., Chicago, Ill. 21
Hynson Company, The, St. Louis, Mo. ..... I. B. C.

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 23
Hollingshead Co., J. D., Chicago, Ill. 21
Hynson Company, The, St. Louis, Mo. ..... I. B. C.

DRAG SAWS, ETC.

Hill-Curtis Co., Kalamazoo, Mich. ..... I. F. C.
Hollingshead Co., J. D., Chicago, Ill. 21
Pennoyer Co., J. C., Chicago, Ill. 16
Rochester Barrel Machine Wks., Rochester, N. Y. ..... Back Cover

EXPORTERS

Chickasaw Cooperage Co., Memphis, Tenn. 25
Henning, Inc., E., Chicago, Ill. 16
Hollingshead Co., J. D., Chicago, Ill. 21
Jerry Co., Stephen, Brooklyn, N. Y. 24
Moore Stave Co., Lucas E., New Orleans and New York 3
Pekin Cooperage Co., 25 Broadway, New York, N. Y. 25

HOOP MACHINES

Hynson Company, The, St. Louis, Mo. ..... I. B. C.
Rochester Barrel Machine Wks., Rochester, N. Y. ..... Back Cover

MACHINE KNIVES AND SAWS

Gerlach Co., The Peter, Cleveland, Ohio ..... I. F. C.
Hollingshead Co., J. D., Chicago, Ill. 21

NAILS, STAPLES, TACKS, ETC.

Colwell Cooperage Co., New York, N. Y. 24
Hynson Company, The, St. Louis, Mo. ..... I. B. C.
Stanley Co., The Geo. W., Belleville, Ill. 22

PAIL AND TUB MACHINERY

Page
Gerlach Co., The Peter, Cleveland, Ohio ..... I. F. C.
Goodspeed Machine Co., Winchendon, Mass. 24
Hollingshead Co., J. D., Chicago, Ill. 21

SECOND-HAND BARRELS

Arenson & Co., H., Pittsburgh, Pa. 22
Eagle Cooperage Co., St. Louis, Mo. 22
Heidt & Son, C., Jersey City, N. J. 22
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa. 22
Stone, Jr., & Sons, George W., 1234 7th St., Wash., D. C. 22
Warring, Bruce T., Washington, D. C. 22

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 24
Heidt & Son, C., Jersey City, N. J. 22
Hollingshead Co., J. D., Chicago, Ill. 21
Jacobs Cooperage Co., K. W., Milwaukee, Wis. 5
Pensacola Cooperage Co., Pensacola, Fla. 22
Skuse's Cooperage, Rochester, N. Y. 24
Walsh Sons, Morris, Pittsburgh, Pa. 16
Weinman Box & Cooperage Co., The, Atchison, Kan. 15

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 16
Hollingshead Co., J. D., Chicago, Ill. 21
Pennoyer Co., J. C., Chicago, Ill. 16
Southern Cooperage Co., New Orleans, La. 23
Struthers-Ziegler Cooperage Co., Detroit, Mich. 6
Van Aken Cooperage Co., C. M., 141 Broadway, New York. 5

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 21
Colwell Cooperage Co., New York, N. Y. 24
Davis C., The W. M., Memphis, Tenn. 6
Dublin Hardwood Stave Co., Dublin, Ga. 21
Fields-Latta Stave Co., Dyersburg, Tenn. 23
Gideon-Anderson Co., St. Louis, Mo. 5
Henning, Inc., E., Chicago, Ill. 16
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo. 6
Hollingshead Co., J. D., Chicago, Ill. 21
Independent Cooperage Co., Fort Wayne, Ind. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 24
Mill Shoals Cooperage Co., St. Louis, Mo. 6
Morrison Hoop & Lumber Co., Memphis, Tenn. 25
National Manufacturing Co., Detroit, Mich. 13
New Hampshire Stave & Hdg. Co., 79 Wall St., New York. 4
Paragon Cooperage Co., Fort Wayne, Ind. 4
Pascola Cooperage Co., Pascola, Mo. 24
Peel & Bro., J. M., Lake Village, Ark. 23
Pennoyer Co., J. C., Chicago, Ill. 16
Poensel & Co., A. L., Chicago, Ill. 20
Powell Cooperage Co., Memphis, Tenn. 5
Queen City Hoop Co., Greenville, Miss. ..... Front Cover
Reinschmidt Stave Co., Quitman, Ga. 23
Sheahan Co., B. C., Chicago, Ill. 24
Skuse's Cooperage, Rochester, N. Y. 24
Smith Lumber Co., W. T., Chapman, Ala. 25
Standard Hoop Co., Bay City, Mich. 23
Struthers-Ziegler Cooperage Co., Detroit, Mich. 6
Sutherland-Innes Co., Ltd., Chatham, Ont. 3
Trexler Cooperage Co., Allentown, Pa. 23
Tschumy & Co., W. A., Norfolk, Va. 23
Vail Cooperage Co., The, Fort Wayne, Ind. 25
Vail-Donaldson Co., The, St. Louis, Mo. ..... Front Cover
Van Aken Cooperage Co., C. M., 141 Broadway, New York. 5
Walsh Sons, Morris, Pittsburgh, Pa. 16

SPRAYING MACHINES

Page
Eureka Machine Co., 2605 Vega Ave., Cleveland, Ohio 3
Hollingshead Co., J. D., Chicago, Ill. 21

STAVE AND HEADING MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio ..... I. F. C.
Hollingshead Co., J. D., Chicago, Ill. 21
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
Rochester Barrel Machine Wks., Rochester, N. Y. ..... Back Cover
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 3
Hanlon-Gregory Co., Pittsburgh, Pa. 3
Henning, Inc., E., Chicago, Ill. 3
Hollingshead Co., J. D., Chicago, Ill. 3

STOCK BUYERS

Henning, Inc., E., Chicago, Ill. 3
Hollingshead Co., J. D., Chicago, Ill. 21
Sheahan Co., B. C., Chicago, Ill. 3
Webster & Bro., Ltd., James, Liverpool, England 3

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Cal. 3
Chickasaw Cooperage Co., Memphis, Tenn. 3
Cleveland Cooperage Co., Cleveland, Ohio 3
Frazier Company, G. L., Nashville, Tenn. 3
Hollingshead Co., J. D., Chicago, Ill. 3
Hudson & Duggar Co., Inc., Memphis, Tenn. 3
Michel Cooperage Co., Sandusky, Ohio 3
Moore Stave Co., Lucas E., New Orleans and New York 3
Pekin Cooperage Co., 25 Broadway, New York, N. Y. 3
Pensacola Cooperage Co., Pensacola, Fla. 3
Sutherland-Innes Co., Ltd., Chatham, Ont. 3
Walsh Sons, Morris, Pittsburgh, Pa. 3
Weihl & Bro., A. M., Cleveland, Ohio 3
Wright Barrel and Export Co., Jacksonville, Fla. 3

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. 3
Colwell Cooperage Co., New York, N. Y. 3
Harlan-Morris Mfg. Co., Jackson, Tenn. 3
Henning, Inc., E., Chicago, Ill. 3
Hollingshead Co., J. D., Chicago, Ill. 3
Moore Stave Co., Lucas E., New Orleans and New York 3
Mt. Olive Stave Co., Batesville, Ark. 3
Nelson, S. N., Memphis, Tenn. 3
Pennoyer Co., J. C., Chicago, Ill. 3
Sheahan Co., B. C., Chicago, Ill. 3
Sutherland-Innes Co., Ltd., Chatham, Ont. 3
Wilson Stave Co., W. W., North Little Rock, Ark. 3

TIGHT STAVE MANUFACTURERS

Frazier Company, G. L., Nashville, Tenn. 3
Henning, Inc., E., Chicago, Ill. 3
Hollingshead Co., J. D., Chicago, Ill. 3
Moore Stave Co., Lucas E., New Orleans and New York 3
Reinschmidt Stave Co., Quitman, Ga. 3
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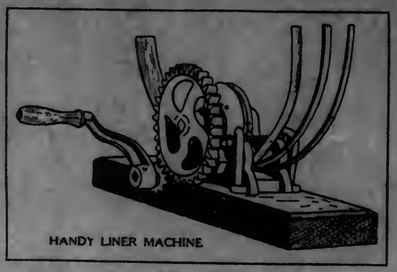

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BARREL ELEVATORS AND CONVEYORS

	Page
Hollingshead Co., J. D., Chicago, Ill.	21
Oram Co., The John S., Cleveland, Ohio	14-15

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y.	21
Hollingshead Co., J. D., Chicago, Ill.	21
Hynson Company, The, St. Louis, Mo.	I. B. C.

BARREL MACHINERY

Grotnes Machine Works, Chas., Chicago, Ill.	I. F. C.
Holmes Machinery Co., E. & B., Buffalo, N. Y.	I. B. C.
Marten, Grahn & Andersen, San Francisco, Cal.	26
Oram Co., The John S., Cleveland, Ohio	14-15
Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover
Weimar Engineering Works, Philadelphia, Pa.	21

COOPERS' FLAG

Casey & Sons, P. L., Seneca Falls, N. Y.	23
Colwell Cooperage Co., New York, N. Y.	21
Frantz, J. C., Seneca Falls, N. Y.	22
Henning, Inc., E., Chicago, Ill.	16
Hollingshead Co., J. D., Chicago, Ill.	21
Traver, R. E., Montezuma, N. Y.	22

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y.	21
Hollingshead Co., J. D., Chicago, Ill.	21
Hynson Company, The, St. Louis, Mo.	I. B. C.

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark.	23
Hollingshead Co., J. D., Chicago, Ill.	21
Hynson Company, The, St. Louis, Mo.	I. B. C.

DRAG SAWS, ETC.

Hill-Curtis Co., Kalamazoo, Mich.	I. F. C.
Hollingshead Co., J. D., Chicago, Ill.	21
Pennoyer Co., J. C., Chicago, Ill.	16
Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover

EXPORTERS

Chickasaw Cooperage Co., Memphis Tenn.	25
Henning, Inc., E., Chicago, Ill.	16
Hollingshead Co., J. D., Chicago, Ill.	21
Jerry Co., Stephen, Brooklyn, N. Y.	24
Moore Stave Co., Lucas E., New Orleans and New York	3
Pekin Cooperage Co., 25 Broadway, New York, N. Y.	25

HOOP MACHINES

Hynson Company, The, St. Louis, Mo.	I. B. C.
Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover

MACHINE KNIVES AND SAWS

Gerlach Co., The Peter, Cleveland, Ohio	I. F. C.
Hollingshead Co., J. D., Chicago, Ill.	21

NAILS, STAPLES, TACKS, ETC.

Colwell Cooperage Co., New York, N. Y.	21
Hynson Company, The, St. Louis, Mo.	I. B. C.
Stanley Co., The Geo. W., Belleville, Ill.	22

PAIL AND TUB MACHINERY

	Page
Gerlach Co., The Peter, Cleveland, Ohio	I. F. C.
Goodspeed Machine Co., Winchendon, Mass.	21
Hollingshead Co., J. D., Chicago, Ill.	21

SECOND-HAND BARRELS

Arenson & Co., H., Pittsburgh, Pa.	22
Eagle Cooperage Co., St. Louis, Mo.	22
Heidt & Son, C., Jersey City, N. J.	22
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa.	22
Stone, Jr., & Sons, George W., 1231 7th St., Wash., D. C.	22
Warring, Bruce T., Washington, D. C.	22

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y.	21
Heidt & Son, C., Jersey City, N. J.	22
Hollingshead Co., J. D., Chicago, Ill.	21
Jacobs Cooperage Co., K. W., Milwaukee, Wis.	4
Pensacola Cooperage Co., Pensacola, Fla.	22
Skuse's Cooperage, Rochester, N. Y.	24
Walsh Sons, Morris, Pittsburgh, Pa.	16
Weimar Box & Cooperage Co., The, Atchison, Kan.	19

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill.	16
Hollingshead Co., J. D., Chicago, Ill.	21
Pennoyer Co., J. C., Chicago, Ill.	16
Southern Cooperage Co., New Orleans, La.	23
Struthers-Ziegler Cooperage Co., Detroit, Mich.	6
Van Aken Cooperage Co., C. M., 141 Broadway, New York	5

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, G. L., Mound City, Ill.	21
Colwell Cooperage Co., New York, N. Y.	24
Davis C., The W. M., Memphis, Tenn.	6
Dublin Hardwood Stave Co., Dublin, Ga.	24
Flebb-Lattin Stave Co., Byersburg, Tenn.	23
Gibeon-Anderson Co., St. Louis, Mo.	5
Henning, Inc., E., Chicago, Ill.	16
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo.	6
Hollingshead Co., J. D., Chicago, Ill.	21
Independent Cooperage Co., Fort Wayne, Ind.	4
Jerry & Co., Stephen, Brooklyn, N. Y.	24
Mill Shoals Cooperage Co., St. Louis, Mo.	6
Morrison Hoop & Lumber Co., Memphis, Tenn.	25
National Manufacturing Co., Detroit, Mich.	13
New Hampshire Stave & Bldg. Co., 79 Wall St., New York	4
Paragon Cooperage Co., Fort Wayne, Ind.	4
Pascola Cooperage Co., Pascola, Mo.	24
Peel & Bro., J. M., Lake Village, Ark.	23
Pennoyer Co., J. C., Chicago, Ill.	16
Poegsel & Co., A. L., Chicago, Ill.	20
Powell Cooperage Co., Memphis, Tenn.	7
Queen City Hoop Co., Greenville, Miss.	Front Cover
Reinschmidt Stave Co., Quitman, Ga.	23
Sheahan Co., H. C., Chicago, Ill.	24
Skuse's Cooperage, Rochester, N. Y.	24
Smith Lumber Co., W. T., Chapman, Ala.	25
Standard Hoop Co., Bay City, Mich.	23
Struthers-Ziegler Cooperage Co., Detroit, Mich.	6
Sutherland-Innes Co., Ltd., Chatham, Ont.	3
Tresler Cooperage Co., Allentown, Pa.	23
Tschumy & Co., W. A., Norfolk, Va.	23
Vail Cooperage Co., The, Fort Wayne, Ind.	25
Vail-Donaldson Co., The, St. Louis, Mo.	Front Cover
Van Aken Cooperage Co., C. M., 141 Broadway, New York	5
Walsh Sons, Morris, Pittsburgh, Pa.	16

SPRAYING MACHINES

	Page
Eureka Machine Co., 2805 Vega Ave., Cleveland, Ohio	24
Hollingshead Co., J. D., Chicago, Ill.	21

STAVE AND HEADING MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio	I. F. C.
Hollingshead Co., J. D., Chicago, Ill.	21
Holmes Machinery Co., E. & B., Buffalo, N. Y.	I. B. C.
Oram Co., The John S., Cleveland, Ohio	Ins.
Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover
Trevor Manufacturing Co., Lockport, N. Y.	I. F. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York	24
Hanlon-Gregory Co., Pittsburgh, Pa.	24
Henning, Inc., E., Chicago, Ill.	24
Hollingshead Co., J. D., Chicago, Ill.	24

STOCK BUYERS

Henning, Inc., E., Chicago, Ill.	16
Hollingshead Co., J. D., Chicago, Ill.	21
Sheahan Co., H. C., Chicago, Ill.	24
Webster & Bro., Ltd., James, Liverpool, England	22

TIGHT BARREL MAKERS AND BARREL STOCK

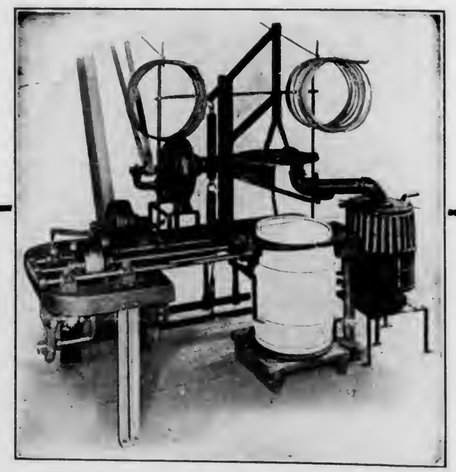
California Barrel Co., San Francisco, Cal.	22
Chickasaw Cooperage Co., Memphis, Tenn.	25
Cleveland Cooperage Co., Cleveland, Ohio	25
Frazier Company, G. L., Nashville, Tenn.	1
Hollingshead Co., J. D., Chicago, Ill.	21
Hudson & Duggar Co., Inc., Memphis, Tenn.	25
Michel Cooperage Co., Sandusky, Ohio	22
Moore Stave Co., Lucas E., New Orleans and New York	3
Pekin Cooperage Co., 25 Broadway, New York, N. Y.	25
Pensacola Cooperage Co., Pensacola, Fla.	22
Sutherland-Innes Co., Ltd., Chatham, Ont.	3
Walsh Sons, Morris, Pittsburgh, Pa.	16
Weitl & Bro., A. M., Cleveland, Ohio	24
Wright Barrel and Export Co., Jacksonville, Fla.	22

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn.	26
Colwell Cooperage Co., New York, N. Y.	24
Harlan-Morris Mfg. Co., Jackson, Tenn.	26
Henning, Inc., E., Chicago, Ill.	16
Hollingshead Co., J. D., Chicago, Ill.	21
Moore Stave Co., Lucas E., New Orleans and New York	3
Mt. Olive Stave Co., Batesville, Ark.	25
Nelson, S. N., Memphis, Tenn.	25
Pennoyer Co., J. C., Chicago, Ill.	16
Sheahan Co., H. C., Chicago, Ill.	24
Sutherland-Innes Co., Ltd., Chatham, Ont.	3
Wilson Stave Co., W. W., North Little Rock, Ark.	25

TIGHT STAVE MANUFACTURERS

Frazier Company, G. L., Nashville, Tenn.	1
Henning, Inc., E., Chicago, Ill.	16
Hollingshead Co., J. D., Chicago, Ill.	21
Moore Stave Co., Lucas E., New Orleans and New York	3
Reinschmidt Stave Co., Quitman, Ga.	23
Seagraves, Geo. H., Wilsondale, W. Va.	25
Sutherland-Innes Co., Ltd., Chatham, Ont.	3
Wilson Stave Co., W. W., North Little Rock, Ark.	25



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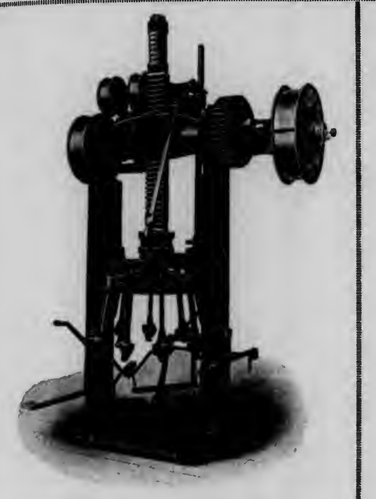

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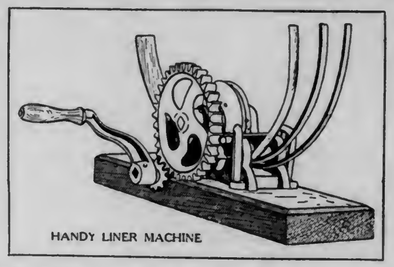

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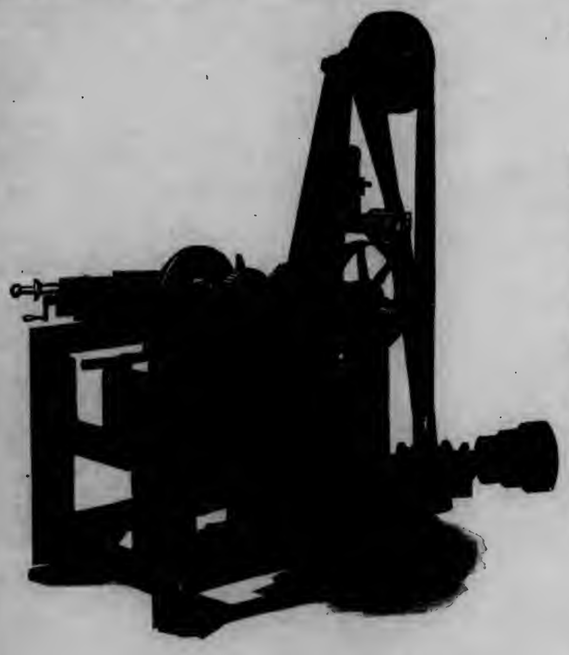

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